









## Government aiming to save stake in industry

By Anthony Bevis  
Political Correspondent

The Government hopes to have saved its stake in state-owned businesses by the next election, according to the Treasury today.

A City speech that the Government planned to use at least another eight days in the House of Commons, the Treasury said today.

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## More people behind with mortgages as broken marriages and jobless rise

By Christopher Warman  
Property Correspondent

The number of people who cannot afford to keep up mortgage payments has increased significantly because of rising unemployment and the increase in broken marriages, according to a report published by the National Consumer Council today.

The report supports recent findings by the Building Societies' Association that unemployment accounts for 40 per cent of arrears and matrimonial difficulties between 30 and 40 per cent, and shows that between 1980 and 1984, the number of building society loans six to twelve months in arrears tripled from 13,490 to 41,900.

Last year, 10,950 properties were repossessed by building societies compared with 3,020 in 1980, and mortgage-possessions court actions increased from 35,471 in 1981 to 54,754 in 1984.

Since there are about 6.3 million borrowers, the 1984 figure represents about 0.84 per cent, and while the council accepts that the number in difficulties form only a small percentage, it means a personal tragedy which can severely affect the lives of those who fall behind with the mortgage.

In recommendations based on the report, the council rejects the idea put forward in the Government's recent Green Paper on social security that supplementary benefit paid to owner-occupiers to cover mortgage interest might be reduced.

That safety net helped 233,000 borrowers in 1982, the last year for which figures are available, and Mr Michael Montague, the council's chairman, said: "To these people, this money is a lifeline which can make all the difference to whether they sink permanently or swim. To withdraw it, or reduce it, would be an act of great inhumanity and shortsightedness."

That money could be crucial in avoiding repossession of the family home by mortgage lenders, and homelessness during the early stages of default, when money difficulties might

### 'When in arrears... you feel so alone'

● A Yorkshire family with four children had their house repossessed when the main breadwinner became unemployed. The building society refused to accept interest-only payments from the Department of Health and Social Security indefinitely.

● A West Country owner-occupier with high salary and high mortgage lost his job, took less well paid work and as a result defaulted on mortgage repayments. Visited an advice agency but found he was not entitled to any help from the DHSS.

● A family in the East Midlands fell into arrears when the husband was laid off work after an industrial injury. With their income halved, they started selling things and did not know where to go for advice. Finally they went to the local building society manager, who was "very stern but very nice" and helped them.

● A family buying their own council house fell behind with the mortgage when the husband lost his job. His wife said: "The court summons came just after I had had a baby. Who do you go to? There is no one to talk to. Once you are in arrears, everyone is against you. We felt so alone."

grow to such a level that it became impossible to recover from them without help, he said.

The report, written by three university researchers, Miss Valerie Kane, Mr John Doling and Mr Bruce Stafford, suggests that the figures for arrears underestimate the difficulties because they do not record arrears of less than six months nor include the figures for local authorities and bank mortgage arrears.

The worst affected by the increasing arrears are people on low incomes who borrow "up to the hilt" to buy, particularly young couples, for whom the loss of one or more wage packets can be catastrophic.

"Many of these unfortunate people find, after selling their homes to pay off their debts, that there is some council will not offer them council accommodation to rent on the ground that they are 'intentionally homeless' even when a court order had been obtained against them, forcing them out of their homes."

Mr Montague said that most of these defaulters were not "feckless and irresponsible spendthrifts, but decent, hard-working folk, encouraged by one government after another to become home owners."

They paid their dues promptly and it was only when faced with changes in circumstances, such as a broken marriage, loss of one salary, an industrial dispute, unemployment, pregnancy or illness, that they got behind with the mortgage.

At that time they are desperately in need of expert advice, but rarely get it, according to the researchers' findings. The council recommends more privately and publicly funded money advice centres, and calls on the mortgage lenders, solicitors and other independent advisers to offer more and better advice.

"Many problems involving mortgage arrears may only be solved by examining the finances of the household in total, including other debts. Lenders are not in a position to offer such guidance."

The council also wants a review of income support for home owners who fall into mortgage arrears, and says that the unemployed on supplementary benefit should be paid the long-term rate after one year.

People made homeless through mortgage default should not be treated as being intentionally homeless by local authorities, and borrowers who are taken to court should be entitled to be represented by the person of their choice, including active workers who are not solicitors or barristers.

Writing with the mortgage (National Consumer Council, available from Mortgage Arrears, NCC, 18 Queen Anne's Gate, London SW1H 9AA; £26).



Mandella McGlen (left), aged seven, and Michele Mason and Samantha Jones, both aged nine, from Sudbourne School, Brixton, south London, pounding black-eyed beans yesterday at the Aklova Centre, which promotes understanding of African culture, at Takeley, Hertfordshire (Photograph: John Voos).

## Iron bar blamed for death in well

An iron bar dropped down a 60ft well as a probing tool may have triggered its collapse, burying Mr Ramunas Girenas, aged 23, soon afterwards under tons of rubble.

Yesterday an Isle of Wight inquest was told that in spite of efforts by firemen and miners from the mainland to save him, Mr Girenas died in under a minute of asphyxia.

Mr Reginald Morgan, of Grove Road Ventnor, Isle of Wight, said he was doing drain repairs at his house last month, helped by his friend Mr Girenas.

"I did not ask Ramunas to go

down. He wanted to go. It looked interesting," Mr Morgan said.

Mr Girenas made two successful descents on a ladder, but soon after going down for a third time there was a roaring noise.

Professor John Hutchinson, a geologist and expert on land-slides, said that if the iron bar touched the well sides it posed a risk, but Mr Morgan said he did not think the iron bar hit the well's sides.

Recording a verdict of accidental death, Mr Keith Chesterton, the coroner, praised the rescue workers.

## No warnings given on dangers, Land's End inquest told

Visitors to Land's End were not given warnings in pre-visit publicity packs or in a leaflet available on site of the dangers of the 100ft cliffs where four schoolboys were swept to their deaths by a big wave, an inquest was told yesterday.

There were also no warning notices, Mr James Cairns Boston, the Land's End manager, said in evidence at the third day of the hearing at the Queen's Hotel, Penzance.

His company had spent thousands of pounds to improve site facilities but nothing had been spent on safety provisions, he told Mr Roger Pannone, a solicitor appearing for the families of two victims.

Mr Pannone asked how visitors could know of the dangers of the cliffs and Mr Boston replied: "I would expect them to know, because they should find out prior to the visit."

He disagreed that his company had a duty to point out the dangers to the public but he said that the company could, perhaps review the information it provided.

The inquest is into the deaths of Ricci Landmen, aged 11, of Stoke Court Drive, Nicholas Hurst, aged 10, of Freeman's Close, James Holloway, aged 11, of Elizabeth Way, and Robert Ankers, aged 12, of Eldersfield Road, all of Stoke Poges, Buckinghamshire.

They were in a party of 51 from Stoke Poges Middle School, on an adventure holiday in Cornwall. The party was accompanied by five adults.

The parents of the dead boys listened intently yesterday as Mr Boston began his evidence. He said that the 100-acre site was owned by a private company, Davstone.

About a hundred school parties a year visited the area and it was normal for teachers to visit Land's End beforehand and discuss arrangements for the visit.

Control of the party was left to the school but the company expected adult supervision in the range of one to six or one in ten. There was no notice of the Stoke Poges visit except a telephone call from a coach company that day, Mr Boston said.

Mr Derrick Pepperell, the coroner, asked if there were warning notices of the dangers of climbing down the cliffs. Mr Boston said: "There are no warning notices whatsoever."

Mr Boston said that the cliffs were climbed only occasionally by experienced rock climbers. In four years at Land's End he

A £500,000 public appeal to buy a lifeboat to be stationed off the cliffs at Land's End was launched yesterday by Mr Robert Landmen on behalf of all the parents involved. "I hope some good can yet come from the loss of our sons", he said.

had never known any member of the public to climb as low as the children had.

The safety precautions were exactly as they had been since people started visiting in the 1890s.

Mr Pannone asked if his company had any duty if parents or teachers were negligent. Mr Bruce Henderson Smith, solicitor for the company, complained about the use of the word "negligence" which, he suggested, was a legal term which should not be considered by the jury.

The coroner told him there were various verdicts which the jury could return. "It seems to me they have to have details of any negligence there may have been so that they can consider fully whether such a verdict can apply."

The hearing continues today.

## Government takes fresh look at schools plan

By Lucy Hodges,  
Education Correspondent

A proposal to set up schools funded directly by central government to raise the standards of state education is being considered by the Government.

According to reliable sources, the idea for a new kind of "direct grant" school is under discussion in the Department of Education and Science. Last night, in an interview on Channel 4's *Diverse Reports*, the Prime Minister said the Government was looking at the question again.

An inquiry to the department's press office brought the reply: "These are things which ministers study from time to time". Mr Oliver Letwin, the Prime Minister's adviser on education, said: "No comment."

But it is understood that the department is looking at the feasibility of setting up independently owned and run primary or secondary schools which would be of high quality and whose aim would be to stimulate schools in the surrounding area to raise their standards.

The proposal would be highly controversial not only because it would erode local authority autonomy over the schools system but also because it would be seen as a move towards privatization of education and a step backwards to selection.

In the interview, Mrs Margaret Thatcher agreed that parents still did not have enough choice in education and suggested she might look again at a voucher system.

Mrs Thatcher explained that direct grant schools, which began to be phased out under Labour in 1976, bridged the gap between private and state schools. Under that system 25 per cent of places were free and the rest were paid for.

She said she would like to increase the Assisted Places Scheme, which replaced the direct grant system, and which enables children from poor homes to go to independent schools.

She felt there were too few schools to which parents able to pay for a better standard of education could send their children.

It is understood that Mrs Thatcher's comments took ministers and her advisers by surprise because until now discussions have been confidential.

Mr Fred Jarvis, general secretary of the National Union of Teachers, said: "It is typical of Mrs Thatcher, who has always favoured selection, that she should want to divide children further and increase inequality rather than ensure that state schools are sufficiently well staffed and resourced to meet the needs of all pupils."

## Swans to be saved from lead weights

By Richard Evans, Lobby Reporter

Swans are to be protected from poisoning by anglers' lead weights which have caused the deaths of more than 3,000 of the birds a year, the Government announced yesterday. The sale of most lead shot used by fishermen will be banned from the beginning of 1987 if it is not voluntarily phased out by the end of this fishing season.

Meanwhile, the Government is proposing to stop immediately the use of lead weights by anglers applying for new licences to fish in royal parks. Water authorities in England and Wales will soon be able to take advantage of draft model by-laws, issued by the Ministry of Agriculture, Fisheries and Food, and ban the use of the weights in their areas.

The package of measures, announced by Mr Patrick Jenkin, Secretary of State for the

## Vegetarian swing 'a myth'

By John Young

Reports of a public swing to vegetarianism were a myth, Mr Keith Roberts, chairman of the Meat and Livestock Commission, said yesterday.

A national survey recently conducted by Research Surveys of Great Britain had confirmed that 98 per cent of the adult population still ate meat. Latest estimates indicated that meat consumption this year would be 55.9 kilograms a head, slightly more than the 55.4 kilograms 10 years ago.

Dr Allan Long, research adviser to the Vegetarian Society, said last night it was a fact that there were more than a million vegetarians.

Although there had been a marked switch from red meat to poultry, the society was concerned that the slaughterhouse trade had not declined.

## Colour code to guide pupils in healthy eating

Dishes served for school dinners in Surrey from September are to be graded with the traffic light colour code of red, green and amber as part of a drive on healthy eating.

Pupils are to be taught in the classrooms about the illnesses they risk from eating too much fat, sugar and salt and not enough fibre.

In the dining hall they will get the chance to put the theory into practice and decide whether to choose red, such as chips and doughnuts; amber, the category that sausages and beefburgers fall into; or green, jacket potatoes filled with chili con carne, wholemeal rolls and yoghurt.

The plan was finalized at a conference at Surrey University



The Princess of Wales at Westminster Abbey yesterday for a service to mark Dr Barnardo's Volunteer Year. (Photograph: Julian Herbert).

## Smoking time

Smokers at Cambridge University Press, the publisher, may have a cigarette, pipe or cigar only in their own time, clocking on and off to visit a small smoking room, after a ban backed by the staff.

## Air crash deaths accidental

An inquest jury returned verdicts yesterday of accidental death on the 11 enthusiasts who died when their Vickers Varsity event plane crashed into a field at Marchington, Staffordshire, last August.

The inquest at Burton on Trent was told that three of the 14 members of the Leicester Aircraft Preservation Society on board the 32-year-old aircraft survived because the tail section split from the front on impact.

The Staffordshire Coroner, Mr Edward Huntbach, said: "This is the nearest thing to a miracle I have ever come across."

Mr Huntbach said the aircraft was on its way from the East Midlands airport to an air show at Liverpool when the port engine backfired and eventually failed because of a punctured rubber diaphragm, and because it was flying very slowly to allow a photographer in another aircraft to take photographs of it.

He added: "The starboard engine also experienced problems but air industry investigations are continuing, and a conclusion on the cause of the crash is expected at a later date."

## Ballet halted

Today's performance of *Swan Lake* by the Royal Ballet at the Royal Opera House, Covent Garden, London, has been cancelled because of industrial action by 56 stage technicians involved in a pay dispute.

## Driving examiners face a less testing time

By Thomson Prentice, Science Correspondent

Checks, had their heartbeats measured and their absence from work through sickness was examined by the researchers. They are still to undergo more health checks.

The 1,293 examiners, whose starting pay is £8,400 a year, have one of the most stressful jobs of all, according to their trade union, the Society of Civil and Public Servants.

More than a hundred of them a year are injured in the passenger seat when driving tests end in accidents, and some have been killed.

"Every time an examiner gets into a car for a test he sits next to a completely unknown quantity. He has no idea whether he is going to walk away, or be carried away from that car during the next hour," Mr Bill Diamond, a national officer for the union, said.

The recommendations from the survey is that the time for each driving test appointment should be increased from 45 to 50 minutes. If adopted, that would in effect mean that examiners carried out eight tests each day instead of a possible maximum of nine.

"It is a move in the right direction, but not the answer to the problem," Mr Diamond said. "The examiners at present have only 10 minutes' breathing space between the end of one test and the beginning of the next one."

"We are asking the Department of Transport to reduce the number of tests from nine to seven."

The department said yesterday that a decision on changes to the examiners' workload would be taken after the stress survey has been completed, in about three months' time.

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Missing bank records • No more for teachers • Wages councils

# City fraud squad called in to investigate JMB Bankers

## BANK FAILURE

Mr Nigel Lawson, Chancellor of the Exchequer, told the Commons that the City of London Police had asked the Commissioner of the City of London Police to carry out a preliminary inquiry to find out if criminal offences were committed at the time of the bank's collapse.

There was also some prospect of civil action being brought by JMB, the former gold bullion dealers, against its auditors, Arthur Young.

He stated: I told the House on June 20 that if further investigations into the affairs of JMB were to turn up any evidence of fraud, they would be referred to the appropriate authorities.

Investigations have been continuing since then. Although, strictly speaking, they have not so far established prima facie evidence of fraud, they have revealed serious and unexplained gaps in the records of JMB including the possibility of missing documents relating to substantial past transactions on certain accounts that are the subject of large losses.

In the light of this, JMB have today requested the Commissioner of the City of London Police to conduct a preliminary inquiry from a view to establishing whether any criminal offences may have been committed.

The result of this inquiry will be reported to the Director of Public Prosecutions who will advise what, if any, further action should be taken. The House will, of course, be kept informed.

Mr Ray Hattersley, chief Opposition spokesman on Treasury and economic affairs, said: The Chancellor was wholly right to inform the House of these latest developments. It is obviously not possible to speculate about the outcome of the police inquiry. It is, however, essential to clarify the procedure it now follows.

Would he confirm that two prosecutions could now result from this inquiry? What is more, because of colossal mismanagement, the Bank of England and the Government are involved in the whole episode. It becomes increasingly difficult to answer the question why JMB failed out in the first place and why were they bailed out so quickly?

Will Mr Lawson promise that once the police inquiry is over there will be a general inquiry into the whole JMB scandal either by a select committee of the House or by the House of Commons?

Mr Lawson: MR Hattersley referred to two matters as if they are similar but they are very different. There is some prospect of civil action against the auditors, Arthur Young, and there is a separate preliminary police inquiry.

As to the question of why JMB was bailed out, I gave a full explanation to the House and made a statement on June 20 and, of course, this was answered very fully indeed in the annual report of the Bank of England.

As to what might happen in the future, I think it is best at this stage to wait and see.

Sir William Clark (Croydon South, C): If the Governor of the Bank of England had not intervened in the affair there could have been a loss of confidence in the City which would have been detrimental to the invisibles in the economy.

Mr Lawson agreed. There were obvious dangers to the gold market particularly, a special and important feature of this case.

It was striking how open the Government has been in revealing the House the details of this matter... (Laughter) ...in sharp contrast to what happened under the Labour Government during the "liffboat" affair.

Mr Richard Wainwright (Colne Valley, L) asked Mr Lawson to explain why, despite terms of skilled investigators being engaged in the Johnson Matthey investigation in the last six months, it was only now that Mr Lawson was able to tell MPs that serious and unexplained gaps in the records had come to light. How long would it take to produce prima facie evidence?

Mr Lawson said in regard to the missing documents that the Bank of England, since it took over Johnson

Matthey, had been stopping further outflows, establishing the full extent of the bad debts, and trying to get Johnson Matthey back into a shipshape, saleable condition to protect taxpayers' money, the Bank of England's money and that of the indemnifiers.

So this particular inquiry (the said) was not the only thing that the Bank of England had been engaged in. I am satisfied that they are diligently pursuing this inquiry, with the aid of their advisors. I am quite sure they are as anxious as is the House to have a prosecution for fraud if any evidence of fraud should be found.

Sir Anthony Grant (South West, C): The deplorable going on at JMB has caused the most acute embarrassment to many of my constituents working with Johnson Matthey Chemicals, successfully and honourably. Will Mr Lawson emphasize that the two companies are quite separate in this scandal?

Mr Lawson said he had already done so and gladly did so again.

Mr Dennis Skinner (Bolsover, L) said that had the Attorney General acted on November 12 last year when he (Mr Skinner) had asked a question about the fraud squad investigating this matter, there would have been a fair chance that some of the tracks probably now covered up would have been explored thoroughly by the Fraud Squad and found.

In the Crown Agents affair, very few people were trapped at the end because of delay. In the London and Counties scandal, Gerald Kaplan had managed to get to America because of the delay and got off scot free. In other words, he had got an amnesty.

In the Slater Walker fiasco, and the others around that time, most of those got off scot free, too, because of delay.

Was not Mr Lawson open to the charge that because he had delayed and refused to answer his (Mr Skinner's) questions and those of other Labour MPs, those people, like James Fraser, a director, whose son was employed by one of the largest borrowers from Johnson Matthey, might have been able to cover up their tracks because the borrower happened to be a personal friend of the Prime Minister and the Secretary of State for Trade and Industry?

It was a scandal that Mr Lawson had come to the House eight months after the exposure of Johnson Matthey on September 30. The result of the controversy is that we shall be lucky to get hold of any of the culprits, yet there are so many people around to pick on.

Why did Mr Lawson not act as the Governor of the Bank of England? Why did the Governor not charged with the fact that he allowed so much neglect to take place?

Mr Lawson: I think it is best at this stage to wait and see.

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Mr Lawson: I think it is best at this stage to wait and see.

Sir William Clark (Croydon South, C): If the Governor of the Bank of England had not intervened in the affair there could have been a loss of confidence in the City which would have been detrimental to the invisibles in the economy.

Mr Lawson agreed. There were obvious dangers to the gold market particularly, a special and important feature of this case.

It was striking how open the Government has been in revealing the House the details of this matter... (Laughter) ...in sharp contrast to what happened under the Labour Government during the "liffboat" affair.

Mr Richard Wainwright (Colne Valley, L) asked Mr Lawson to explain why, despite terms of skilled investigators being engaged in the Johnson Matthey investigation in the last six months, it was only now that Mr Lawson was able to tell MPs that serious and unexplained gaps in the records had come to light. How long would it take to produce prima facie evidence?

Mr Lawson said in regard to the missing documents that the Bank of England, since it took over Johnson

## WAGES COUNCILS

The Government is to introduce early legislation to remove all young people under 21 from any regulation by wages councils and to confine wages councils to setting only a single minimum hourly rate and single overtime rate for those 21 and over.

Reporting to the Commons that the Government believed that the case for radical reform of wages councils was clearly made, Mr Tom King, Secretary of State for Employment, explained that he would also be proposing new powers which would significantly simplify the procedures under which they might modify or abolish individual councils.

Mr Prescott, chief Opposition spokesman on employment, described the plan as a squalid measure to make the wealthy wealthier and the poor poorer. There was no evidence to show it would create extra jobs, he declared. Mr King also announced that following consultation the Government had decided to defer the International Labour Organization of the decision with the next few days.

The window for denunciation opened in June, he said, and it was necessary to give 12 months' notice before the convention ceased to apply. This would therefore, mean that subject to the progress of the necessary legislation, it should be possible to bring into effect changes approved by Parliament as soon as they became law.

He said that while the TUC and individual unions favoured retention, consultations confirmed widespread dissatisfaction among employers with the present wages council system. The majority favoured a range of substantial reforms to meet these concerns.

The Government's overriding concern was to promote employment and to remove any excessive burdens on employers. The present system inhibited the creation of new jobs and this was especially true for young people. The present powers of wages councils undoubtedly imposed complex and unnecessary burdens on business.

The White Paper published the previous day *Lifting the Burden* set out the Government's determination to reduce burdens on business and to seek in every way to improve the prospects for jobs. His statement was directed to those objectives.

## Pay of young people to be removed from wages councils

Mr Prescott said the Government was making an unashamed denunciation of Britain's international obligation to maintain some minimum protection for the lowest paid.

Why did Mr King disagree with his predecessor, Mr James Prior, who had been totally opposed to such measures because they would increase the number of jobs only marginally and at the expense of adult workers and because they would be seen as an attack on those who were particularly vulnerable?

Mr King had made great claims that the new measures would increase jobs but where was his evidence for that?

Many of the 2,750,000 people covered by wages councils were women who often earned less than the supplementary benefit level. What was the estimated increase in family income supplement benefits which would grow with the downward pressure on wages which these measures were designed to achieve?

The Government's contribution to the International Year of Youth was to take steps which would lead to less pay, less holidays and more exploitation of young labour.

Mr King said wages councils were a major burden on employers and the Government was determined to remove them.

Mr King: I do not agree. Young people are offered jobs they are willing to accept at wages that can be afforded and then inspectors are saying they are not allowed to accept those jobs.

Mr Nicholas Budge (Wolverhampton South West, C): All responsible opinion will wish to congratulate him on this statesmanlike fudge and the only ones who will regret it will be the weakest and poorest who will continue to be priced out of work until these councils are abolished.

Mr King: I believe this will be of benefit to young people in giving them a better chance of avoiding the ultimate degradation of unemployment.

Mr Don Cossens (Mansfield, L): What the Government would offer if the 21st birthday becomes the date of the sack?

Mr King: I do not accept that scenario. The Electrical, Electronic, Plumbing and Telecommunications Union reached an agreement to reduce the wages of first year apprentices and as a result trebled the number of apprentices.

Mr Mark Carlsle (Warrington South, C): It is not now the teachers' own interests that they should start talking immediately on re-structuring pay and conditions to take advantage of what the Secretary of State has said about next year?

Could he consider whether it would help in that direction in indicating the sort of figures he might have in mind should a suitable agreement be reached?

Sir Keith Joseph: I entirely agree with his comments. I am unable to indicate a figure for what might be available until some willingness to negotiate and some progress have been made.

Mr Martin Flannery (Sheffield, Hillsborough, L) said the Government was grossly under-valuing the teachers in the state sector and was responsible for the lack of education the children would have got if it paid the teachers a proper wage.

Why had the Secretary of State for the first time linked conditions of service to teachers' wages when what they were asking for, and most people did not know because the press did not tell them, was that they should get their proper wages now and were willing to discuss conditions of service and re-structuring after that?

Sir Keith Joseph said the Government was above all concerned with the effectiveness of children's schooling. It was his basis that he sought the cooperation of the teachers.

## Post Office disappoints despite profits

By Richard Evans, Lobby Reporter

The Post Office made a profit of about £150 million last year, but provided a "disappointing" service to customers, Sir Ronald Dearing, its chairman, told MPs last night.

He denied the drive for profit and drop in performance were connected, but told the Commons trade and industry select committee that the Post Office was pumping an extra £2 million into projects to speed up letter deliveries.

Only 86 per cent of first class mail reached its destination within one working day, against a target of 90 per cent. "That was not as good as it should have been," Sir Ronald said.

He added: "Last year was one of a lot of change to the Post Office in which we were seeking major improvements in performance and that put pressures on management and trade unions which was reflected in an increased level of industrial disputes."

"Six times as many days were lost from industrial disputes as in the previous year. I don't blame the unions for that - management has faults as well as the union side - but it was a fact which impacted on our quality of service."

With the Post Office's annual report due out shortly, MPs were told the mail and counter services made a profit of more than £130 million which Giro-bank made £18.8 million.

The profits had been achieved by an increased volume of business and reduced costs - cut in real terms by about 7 per cent over the last three years.

"I am not disputing our service in the last year was disappointing," would not say it was not as good as it should have been for profit. The business had a duty to reduce costs while achieving service," Sir Ronald added.

Mr Dearing said the Post Office was a public body and its primary duty was to provide a service to the public. He said the Post Office was a public body and its primary duty was to provide a service to the public.

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## Bradford fire report

### FOOTBALL

The interim report of Mr Justice Popplewell's inquiry into the Bradford stadium tragedy and football ground safety had just been published by the Home Office. It should be published before the House rose on July 26. Mr Allan Stewart, Under Secretary of State for Scotland and Scottish Minister for Sport, said the report would be published during the summer.

He also said concern had been expressed about the safety of four Scottish League grounds following a survey by the fire masters. In one case the problem had been rectified; in another, measures were in hand; and in the other two cases there could be restrictions on the numbers allowed in during the new season.

Replying to Mr Albert McGee (Barn, C) he said that management had been advised of any measures needed to improve fire safety in their grounds. The committee of inquiry into the Bradford stadium tragedy was set up by Lord Deane of Beversham, Lord of the House of Lords, and was chaired by Lord Deane of Beversham.

Mr Lawson: I regret and reject the suggestion that the Bradford stadium tragedy was a result of a fire. It was a result of a fire.

Mr John Maples (Lewisham West, C) said one of the most difficult

What about Michael Arnold who worked for the auditors but apparently could not discover a thing until 1984? One of those auditors is now in charge of looking after the National Office of Minesworth funds. What a scandal.

The Chancellor, by being so legendarily along with the Attorney General, has made it clear that the Prime Minister, are going to allow these people to get off scot free (said) while miners have been locked up in jail for doing nothing.

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## Drink ban stays on directors' boxes

### SOCCER VIOLENCE

An attempt to exempt executive boxes from the ban on alcohol in football grounds was defeated during the report stage in the House of Lords of the Sporting Events (Control of Alcohol etc) Bill in the House of Lords. The amendment, proposed by Lord Dean of Beversham (Lab) was rejected by 114 to 55.

Lord Dean of Beversham said the loss of revenue to football clubs could be as much as £4 million a season. Clubs like Derby County estimated

they would lose £30,000 while those of Tottenham and Manchester United estimated the figure at £650,000.

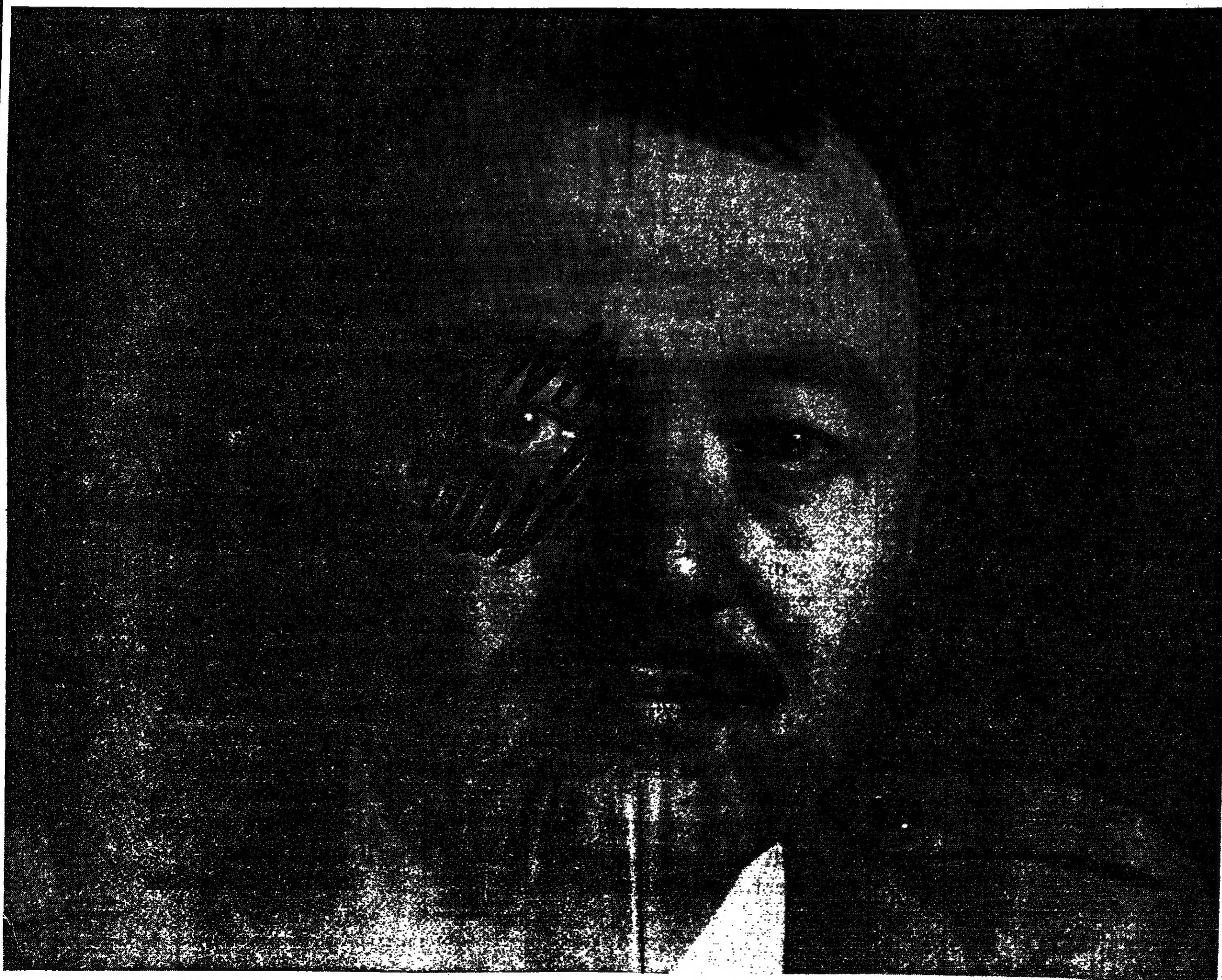






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# THIS WEEK THE GOVERNMENT SHOWED LONDON WHAT IT REALLY THINKS ABOUT DEMOCRACY.



On Tuesday the fate of the GLC was finally sealed when Royal Assent was given to the Government's Abolition Bill.

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Over the last two years we have fought abolition because we believe it to be undemocratic, costly and a recipe for chaos.

And because Londoners, who elected us to represent them, oppose abolition.

Nothing we've heard from the Government has changed these beliefs, nor the views of most Londoners.

Every significant feature of the Act has

attracted widespread criticism.

We believe the Act will not work and that a future government will be obliged to reconsider a single, democratically elected authority for London.

Meanwhile we will continue to serve the interests of Londoners as best we can.

Because, unlike some, we still believe in London-wide democracy.

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From Diana Geddes  
Paris

The first half of 1985 was a couple of months of the French economy on the unemployment front. The unemployment rate was 10.5 per cent, which is healthy for a country that had hoped for a 10 per cent unemployment rate in 1985. The unemployment rate was 10.5 per cent, which is healthy for a country that had hoped for a 10 per cent unemployment rate in 1985.

Figures just out show that the unemployment rate was 10.5 per cent, which is healthy for a country that had hoped for a 10 per cent unemployment rate in 1985.

However, most of the unemployment was brought about by a combination of factors, including a fall in the dollar, a rise in the price of oil, and a reduction in government spending.

A year ago, the Government was talking of bringing the unemployment rate down to 10 per cent, but now it is 10.5 per cent, which is a disappointment.

Soviet still disappointed

From M

The White House announced and regrets that the Soviet Union has not agreed to the Geneva talks on arms control, with no move towards formal positions.

A special White House statement discloses that Soviet delegates have said they are "not ready" to discuss possible reductions in nuclear arsenals, which seems to be a sign of a lack of progress in strategic arms talks.

It is disappointing that the Soviet Union has not agreed to deal in concrete numbers, as the overall negotiations are at a standstill. The statement says that the low-key statement at the end of the round of negotiations on Tuesday given by the Soviet ambassador, Li Peng, is an accompanying President on a 12-day tour.

China keeps silent on birth policy

From John Best

Ottawa

A senior Chinese official made clear that his country considers its population control policies to be its own business, but its own.

The question, obviously, is the point with the Chinese at a press conference on Tuesday given by the Chinese ambassador, Li Peng, is an accompanying President on a 12-day tour.

On Sunday, the press secretary leaves Canada for Washington. Asked whether President Li intended to visit the American leader, the Chinese ambassador said that the decision to cut financial aid to the United Nations population control activities. Mr Li said that the US policy is to interfere with China's large programme of forced sterilisations.

Mr Li referred derisively to the West's "one-child policy" as "throwing babies out with the bathwater" as a family planning programme. A US congressional report on China's population policy was based on the view that the policy was not compatible with the situation in China.

President Li and State Elder Ji, on different occasions, expressed their views on the future development of Sino-Canadian trade.

Schoolboys at Pentagon

From Tr

Police and Secret computer specialists are trying to find out how much schoolboys know about Pentagon telephone codes. They also want to know if the boys obtained codes that could be used to interfere with communications.

The boys are "hacking" computers and Secret computer specialists are trying to find out how much schoolboys know about Pentagon telephone codes. They also want to know if the boys obtained codes that could be used to interfere with communications.



## Modest French foreign trade gains fail to hide economic stagnation

From Diana Geddes  
Paris

The first half of 1985 has ended with a couple of good results for the French Government on the unemployment and foreign trade fronts, but the underlying economic trend is still not nearly as healthy as the Government had hoped, and independent forecasts predict a continuing virtual stagnation of the economy this year and in 1986.

Figures just out show a trade surplus last month of nearly two billion francs (£165 million), the first surplus this year and the best trade result since last August.

However, most of that surplus was brought about by a spectacular fall in the cost of oil imports due to a combination of the fall in the dollar, a drop in oil prices, and a reduction of oil purchases by big companies in anticipation of a further fall in oil prices. Meanwhile, exports are continuing to stagnate.

A year ago, the Government was talking of bringing foreign trade into balance this year. However, there is already a trade deficit of 14 billion francs for the first half of this year, and the latest forecast predicts a 20 billion francs deficit by the end of the year. This is not much better than last year's 24 billion francs deficit, though it marks a dramatic improvement on the

Expected main economic indicators in 1985, compared with 1984, as predicted by the semi-independent government economic forecasting agency (All percentages unless otherwise indicated)

	1985	1984
Inflation	5.5	9.7
Economic growth	+0.2	+1.9
(1985)	(1984)	
Industrial investment	+1.1	-0.7
Trade deficit	+0.4	-1.1
(billions of francs)		
Current account	-20	-24
Balance of trade	0	+0.8
Exports (billions)	+2.7	-2.5
Imports (billions)	+3.5	-3.3
Unemployed (June 85)	2.6m	

record deficit of 93 billion francs in 1982.

More than a third of French imports are paid in dollars, and the sharp fall in the dollar is therefore likely to reduce the trade deficit by making imports cheaper. However, it will also have a contrary adverse effect on French exports, making them more expensive.

This inevitably stimulates talk of a further devaluation of the franc, which has lost nine per cent of its value vis-à-vis the German mark since the last devaluation in March, 1983, due to the differential in the two countries' inflation rates. But the French Government is adamant that the franc will not be devalued, and can be counted on to do its utmost to ensure that there is no devaluation until at least after the general election here next spring.

Inflation in France has been brought down from 13.6 per cent when the Socialists came to power in 1981 to 6.7 per cent last year.

The great achievement of the present Government has been to keep down wages without provoking labour unrest. For the first time since 1958, average hourly wages rose last year less fast than inflation.

One of the main dampers on labour unrest is the difficult employment situation. The registered number of people out of work rose by 13 per cent last year, after having been held relatively steady at the two million mark for the previous two years. This year, new government measures to absorb the unemployed have actually succeeded in reducing the number of unemployed by 25,000 to 2.4 million.

The latest figures show a continuation of the trend. However, a reduction in unemployment does not necessarily mean a rise in the number of those in work, which in fact has continued to fall. Over the two-year period 1983-84, more than 400,000 jobs were lost in France at a time when employment in Britain grew by 600,000.

The economy grew by less than two per cent last year, and is expected by most independent forecasters to grow by only about one per cent this year - half the planned target.



Soldiers guarding the home of Soweto's mayor after it was set on fire yesterday.

## Tourists flee as rioting grips Soweto

From Michael Hornsby, Johannesburg

Widespread rioting, arson and looting broke out yesterday in Soweto, the sprawling black ghetto of at least 1.2 million inhabitants south-west of Johannesburg, which has been relatively quiet during the last 10 months of unrest.

Meanwhile, five blacks were reported to have been killed in clashes with the police in various townships during the

24 hours since Tuesday afternoon. They included a pregnant woman shot dead when the police fired at a mob allegedly stoning a garage, and, according to church sources, two 13-year-old children.

The Department of Training and Education reported that tens of thousands of black schoolchildren were boycotting classes in 26 townships scat-

tered across the country from the Eastern Cape to the Transvaal. Anger at inferior education is one of the main fuels of unrest.

The police said they had to escort a busload of American and German tourists to safety after it came under attack from rampaging black youths in the Mrlando district of Soweto.

## Kremlin divided in support for war on world terrorism

From Richard Owen, Moscow

Senior Kremlin officials have agreed with visiting British MPs on the need to wipe out all forms of international terrorism saying that Moscow is strongly opposed to the use of terror.

But as members of the Commons select committee on foreign affairs were being given this assurance at the end of a nine-day fact-finding tour, Mrs Thatcher's spokesman launched a blistering attack on Mrs Thatcher for speaking out only on the threat to the capitalist world and "passing over in silence" state terror as practised by the United States.

MPs said they had raised Mrs Thatcher's proposals, in her speech to the American Bar Association in London, but that Mr Boris Ponomarev, the candidate Politburo member and head of the Party's international department, had given no positive response nor suggested any joint East-West measures.

Sir Anthony Kershaw, the committee chairman, described the committee's wide-ranging talks in Moscow and Mr Gorbachov's visit to London in December as a novel type of exchange, and said the Anglo-Soviet atmosphere was improving after two years of "not very good relations".

Sir Bryan Cartledge, the new British Ambassador, arrives in Moscow today. At 54 he is the same age as Mr Gorbachov. Next week Mr Malcolm Rifkind, Minister of State at the

Foreign Office, is to visit Moscow for discussions.

Mr Ian Mikardo, who has had more than 20 years' experience of dealing with the Russians, said he thought they "really mean it this time" in seeking an increase in trade with Britain of up to 50 per cent, the target set by Mr Gorbachov in December.

Mr Ivan Lawrence said MPs had raised very forcibly the case of Dr Andrei Sakharov and other human rights issues with the Procurator, General Mr Aleksandr Rekunkov, and had submitted a list of names.

Mr Rekunkov and the Council for Religious Affairs had invited him back for a four-week tour to see "how completely happy, contented and rapturous" Soviet Jews were. He had accepted on condition that he could also show the Russians those Jews who were not so happy and were being refused exit visas.

He said "refuseniks" were a minority of Soviet Jews, but it was surely "not worth the candle" for Russia to be pilloried by world opinion for refusal to let them leave.

On Afghanistan, MPs said the Russians had indicated a desire to find a political solution. Sir Anthony said discussions had covered both sensitive and easy points, and Mr Mikardo stressed that they had been received with the utmost respect and courtesy.

## Soviet stance at Geneva disappoints White House

From Mohsin Ali, Washington

The White House is disappointed and regrets that the Soviet stand at the second round of the Geneva arms controls talks has remained entrenched, with no movement in their formal positions.

A special White House statement discloses that the Soviet delegates have offered some "concepts" which could involve possible reductions in offensive nuclear arsenals. But the ideas seem vague and are aimed at perpetuating Soviet advantages in strategic land-based missiles.

"We are disappointed that the Soviet Union has been unable to deal in concrete terms with hard numbers, even framed as overall negotiating goals", the statement says.

The low-key statement marked the end of the second round of negotiations on Tuesday. It hopes that the Soviet Union will be more forthcoming in the third round opening on September 19, two months before the meeting

between President Reagan and Mr Gorbachov.

During the second round the Soviet delegation "repeated their moratoria proposals while continuing to precondition progress, or even detailed discussion of offensive nuclear reductions, on acceptance of their demands for unilateral US concessions involving unrealistic and unverifiable constraints on research in the space and defence area", the statement says.

The Kremlin's bitter opposition to Mr Reagan's Star Wars Strategic Defence Initiative research programme has led to deadlock in the complex Geneva negotiations.

The statement says the Soviet delegates had essentially refused to answer many questions about their strategic missile concepts. They had also unfortunately refused to discuss detailed American proposals on significant, equitable and verifiable reductions in the size of existing nuclear arsenals.

## China keeps silent on birth policy

From John Best  
Ottawa

A senior Chinese official has made clear that his Government considers its population control policies to be nobody's business but its own.

The question, obviously a sore point with the Chinese, arose at a press conference here on Tuesday given by China's state councillor, Ji Pengfei. Mr Ji is accompanying President Li Xianmin on a 12-day Canadian tour.

On Sunday, the presidential party leaves Canada for Washington. Asked whether President Li intended to take up with American leader the US decision to cut financial aid to United Nations population control activities, Mr Ji replied, "We don't need to discuss it."

The US policy is largely a reaction to China's large-scale programme of forced abortions.

Mr Ji referred derisively to reports in the West that China is "drowning babies" as part of its family planning programme.

A US congressional resolution on China's population policies was based on allegations that were "distorted and with what's not comparable with what's happening in China," he said. President Li and State Councillor Ji, on different occasions, while here, expressed optimism about the future development of Sino-Canadian trade.

## Japanese to protest at KGB spying

From A Correspondent  
Tokyo

Japan is to protest to the Soviet Union about a Tass correspondent - suspected of spying.

Mr Konstantine Preobrazhenskii, aged 32, suspected by Japanese police of being a KGB agent left on Tuesday for Moscow on an Aeroflot flight after defying a summons to appear for questioning.

The Japanese Foreign Ministry is still "considering" the facts of the case as related by the Tokyo metropolitan police department, but a Japanese Foreign Ministry official said: "Our intention is to file a protest through diplomatic channels so that such an incident will not occur again."

The police had pulled Mr Preobrazhenskii under surveillance and recently searched his home, discovering several memorandums and short-wave radio equipment.

He had allegedly been in the process of recruiting a Chinese national in Japan for work as a Soviet agent. The police interrogated the Chinese, whose name has so far not been released.

Mr Preobrazhenskii was reported to have threatened the Chinese national, who is believed to be a student here, while trying to force him to obtain information about China and other matters.

## Schoolboy hackers break Pentagon telephone codes

From Trevor Fishlock, New York

Police and Secret Service computer specialists are trying to find out how much seven schoolboys know about secret Pentagon telephone codes.

They also want to know how the boys obtained computer codes that could be used to interfere with communications satellites.

The boys are "hackers" - computer enthusiasts - and they have been arrested and charged in New Jersey with using their home computers to swap information about stolen credit card numbers and ways of making free international telephone calls.

The case is reminiscent of the film *War Games* in which a young hacker gained access to a defence computer.

Police have seized the boys' computers and are making a painstaking search of the programme and memories.

They allege they have already found coded telephone numbers belonging to a military communications system at the Pentagon. One boy is said to have used his machine to break into a credit card company's computer.

Authorities found on the youths' software, telephone numbers of private work-lives of generals in the Department of Defence, computer companies that handle medical and financial records, and a computer system of TRW Incorporated, a US defence contractor.

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## Peres in secret peace meeting with moderate Palestinians

From David Bernstein, Jerusalem

With Israel's economic crisis now on the back burner after this week's agreement between the Government and the trade unions, the Prime Minister, Mr Shimon Peres, has turned his attention to pressing political issues.

In secret on Tuesday night, he met two prominent Palestinian moderates from the occupied West Bank, the Mayor of Bethlehem, Mr Elias Freij and a former speaker of the Jordanian parliament, Mr Hikmat al-Masri, of Nabulus.

Mr Freij yesterday described the three-hour meeting at Mr Peres's official residence in Jerusalem as an important step towards a dialogue between Israel and the Palestinians.

"We had a general discussion about the situation," he said in a recorded interview with Israel's Army Radio, "the economic situation, the political situation, and the prospects of beginning a political dialogue that would find an end to this tragic situation."

The meeting, planned several weeks ago according to the Prime Minister's office, evoked surprisingly little excitement on the part of Likud. Labour's coalition partner, which is generally extremely suspicious of Mr Peres's peace intentions.

The Likud leader, Mr Yitzhak Shamir, made plain at yesterday's Cabinet meeting, at which Mr Peres reported on his talks with the Palestinians, that he

regarded them as of no unusual political significance.

The Likud Deputy Foreign Minister, Mr Ronnie Milo, did, however, question the secrecy surrounding the meeting, which gave it an air of drama it did not deserve.

The Cabinet also reviewed a list of Palestinians which King Hussein of Jordan has submitted to Washington as candidates for the joint Jordanian-Palestinian delegation to meet the US Under-Secretary of State, Mr Richard Murphy, within the next month.

Israel Radio says that all are members of the Palestine National Council, and none is resident in the occupied territory.

Mr Peres and Mr Shamir are divided on Israel's view of the delegation. Mr Shamir says it should remain aloof to emphasize its disapproval of the proposed US-Jordanian-Palestinian talks.

Israel Radio yesterday reported that the foreign ministry had commissioned a Cambridge University expert in international law, Mr Elihu Lauterpacht, to give an opinion on Israel's prospects in international arbitration over the future status of Gaza.

It said he viewed as negligible Israel's chances of winning title to the disputed sliver of Sinai territory at the head of the Gulf of Aqaba.



President Bourguiba of Tunisia, aged 81, waving to well-wishers while bathing in the Mediterranean at Monastir. He is accompanied by his wife, Wassila, and local officials.

## Manila military accused of priest's kidnap

From Keith Dalton  
Manila

Human rights supporters and church groups yesterday accused the Philippines military of having kidnapped a Roman Catholic priest six days ago. They fear he is being tortured in military detention.

Armed men seized Father Rudy Romano, aged 45, an activist of the Redemptorist order, on the outskirts of Cebu City on Thursday as he drove home on his motorcycle.

They pushed him into a car with Government licence plates and sped away after loading his

motorcycle into a van, witnesses said.

His abductors are said to include two men in the car and four others on two motorcycles. All carried rifles and some wore military uniforms, the witnesses said.

Military officials deny any involvement, but witnesses identified a Philippine constabulary soldier as one of the abductors and said the getaway car was later seen outside a city police station.

Relatives and supporters have failed to locate Father Romano in Cebu's three military camps and fear he could be

held in a military "safe house" and undergoing torture, a Cebu labour organizer, Mrs Zenaida Uy said in Manila yesterday.

Human rights lawyers have filed a petition for a writ of habeas corpus with the Supreme Court, identifying Father Romano's kidnappers as "elements of the regional security unit, the military intelligence group and other members of the intelligence community."

The petition said: "The Redemptorist community in Cebu is apprehensive that he was tortured, or might be

subjected to torture, due to the persistent refusal of the military to allow his fellow priests, lawyers, friends and relatives to visit or see him."

It named as respondents the Defence Minister, Mr Juan Ponce Enrile, the acting Armed Forces Chief, Lieutenant Fidel Ramos, and the regional military commander, Brigadier-General Renato Escamla.

● ROME: The Pope yesterday appealed for the release of Father Romano in remarks to 3,000 people attending a general audience in St Peter's Square (AFP reports).

## The famine in Sudan

### Party leader sees crisis ending this year if rains hold

By Edward Mortimer

"By December we should see the end of the famine, because the rains are good and by then the new crop will have come."

This surprising optimistic view of Sudan's prospects comes from one of the country's most prominent political and religious leaders, a former and possibly future prime minister, Sayyid al-Mahdi, who is currently visiting London.

Mr al-Mahdi, a great-grandson of the Mahdi who defeated Gordon of Khartoum, stressed in an interview with *The Times* this his forecast was contingent on the rain continuing to be "good".

He agreed that the transport situation was "worrying, because the railways are suffering," but said there was "a possibility of supporting it with road transport". There were enough lorries in the country to meet the crisis, he claimed, "but there may be some difficulty in getting them to work..."

Fuel for the lorries - at least seven months' supply - has been promised by Saudi Arabia and Libya. Mr al-Mahdi added, "Some had already arrived."

Mr al-Mahdi, who was twice detained without trial by the Nimeiry regime, strongly denied there was anything sinister about the new regime's relations with Libya.

"Many people in the West regard Libya as a 'bogey regime'," he said. "We don't."

Sudan's interests required her to have normal relations with all her eight neighbours, and therefore to pursue a non-aligned policy.

President Nimeiry had "chained" Sudan in an "axis relationship" with Egypt which was contrary to its interests.

"All we are doing now is restoring our pre-Nimeiry foreign relations. Nimeiry's attitude made it easy for people to destabilize us because they could find allies all over the place. We want good relations with Egypt but in terms of mutual benefit."

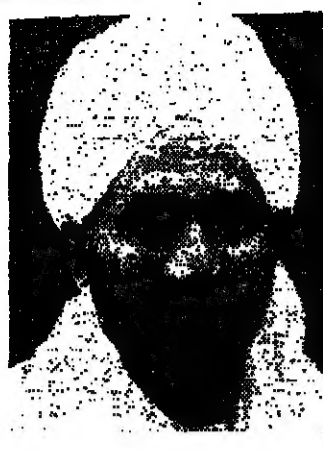
Mr al-Mahdi stressed he was not denying the seriousness of the famine and drought in Africa as a whole. But he felt that Sudan need not have been a victim of the famine, and the famine was largely man-made.

One cause, he said, was the priority given to exports by the Nimeiry regime under pressure from the International Monetary Fund. The amount of sorghum (Sudan's staple grain crop) exported had gone up threefold in the past four years. This had been "a most foolish thing to do without looking into the grain situation and linking that with the needs of the people."

Asked what he thought of recent claims that 1.5 million Sudanese might die of hunger between now and December as a result of inadequate preparation, Mr al-Mahdi said this figure was not exaggerated.

"Even four million people would be threatened if there were no famine relief effort, and many people could still suffer from famine before December if the aid that has been committed doesn't arrive and get distributed," he said.

More attention should be paid, he added, to the loss of Sudanese livestock which was about 60 per cent - representing the entire wealth of much of the population.



Sayyid al-Mahdi: Famine largely man-made

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## Sudan Food Crop Production (000 tons)

	1979/80	1980/81	1981/82	1982/83	1983/84
Sorghum (durra)	1969	2096	2345	1965	1979
Groundnuts	862	707	721	487	522
Sesame seed	228	241	242	183	205
Wheat	533	218	163	141	172
* Estimate					

## Value of Food Crop Export (£m)

	1979/80	1980/81	1981/82	1982/83	1983/84
Sorghum (durra)	11.2	16.3	18.0	36.3	13.7
Sesame seed	6.7	8.2	12.3	19.9	29.3
Groundnuts	2.1	17.4	14.1	6.2	7.2

Source: Economist Intelligence Unit

## Farmers die in the fields as food deliveries fail

From Paul Valley, El Geneina, western Sudan

Peasant farmers are collapsing from hunger in their fields in southern Darfour as they attempt to prepare land for planting in the newly-arrived rainy season.

Mr Michael Dick, the Save The Children Fund representative for the Nyala region, said this week that his field-workers were returning from the south of the region in tears at the sights they have to report from what was traditionally the most fertile part of Darfour.

"People are dying in the fields as they attempt to plough. Food is just not getting out to them", Arkel-Talab, the haulage firm responsible for food distribution was not fulfilling its contract to deliver grain to far-flung places, he said.

"They are just dumping it in places which are easy to get to. It is not going where people are most in need."

Of the five regions in the northern Darfour province, one, El Fasher, has received 78 per cent. Red Cross officials in El Fasher confirm that there is no more available storage space for food in the town.

"Three of the other regions, with a total population of nearly 400,000 people, have received none at all. In southern Darfour the town of Aalingei, which has a metalled road to it, has received eight times its proper allocation. It is a scandal. They are just after a quick turnaround so they can get a return load," Mr Dick said.

Fund officials are now looking at the possibility of using pack animals to move the food to where it is really needed, though many of the area's camels and donkeys have died in the drought.

"The only other alternative is to inform villagers that they will have to come to these dumping points to collect the food." But the result of that could be the growth of massive refugee camps on a scale the region has so far managed to avoid.

● NEW YORK: Half of Sudan's population of 22 million has directly affected by famine, and the general situation "is somewhat desperate," a senior United Nations official, Mr Maurice Strong, said yesterday (AFP reports).

"I am concerned by donors' support. It has been flagging," he said, noting that very few developed countries were providing cash which could be used to maintain the road and rail networks.

"The food is there, what people need is transport," Mr Strong said. "A major transport bottleneck is building up. We try to help but he cannot print money."

UN officials in the south were forecasting an explosion of malnutrition in coming days because what food stocks there were had long since been eaten, and people were surviving only thanks to increasingly scarce wild plants.

## Niarchos agrees to sell shipyards to state bank

From Mario Modiano, Athens

Mr Stavros Niarchos, the Greek shipowner, has agreed to sell Hellenic Shipyards, his shipbuilding and repair industry near Piraeus, to Hellenic Industrial Development Bank, a state-owned agency, for about £9.5 million.

The agreement, which must be signed by the end of the month, is subject to confirmation by the bank's board, as well as to an independent assessment of the company's assets.

The owners estimate the value of the installations at £70

million with liabilities below £15 million. No difficulties are expected.

Mr Niarchos closed the shipyard last April after sustaining losses of £35 million in the previous three years because of the world shipping crisis, prolonged industrial action, and overstaffing which could not be reduced because of labour laws.

The Government promises to reopen the yard as soon as the agreement is signed, but refuses to guarantee that there will be no redundancies among the 4,800 workers after the state takes over.

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There's even a highly economical Fiesta diesel that can do up to 74 mpg.\* Like the Escort and Orion diesels, it's quiet, efficient and still a nippy little performer.

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\*Govt. fuel test figures for Fiesta 1.6 diesel – mpg (litres/100 km). Constant 56 mph (90 km/h) 74.3 (3.8). Constant 75 mph (120 km/h) 50.4 (5.6). Simulated urban driving 56.5 (5.0).



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## THE SIERRA DEAL.



## THE CAPRI DEAL.



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## BOOKS

## Death in the Evening

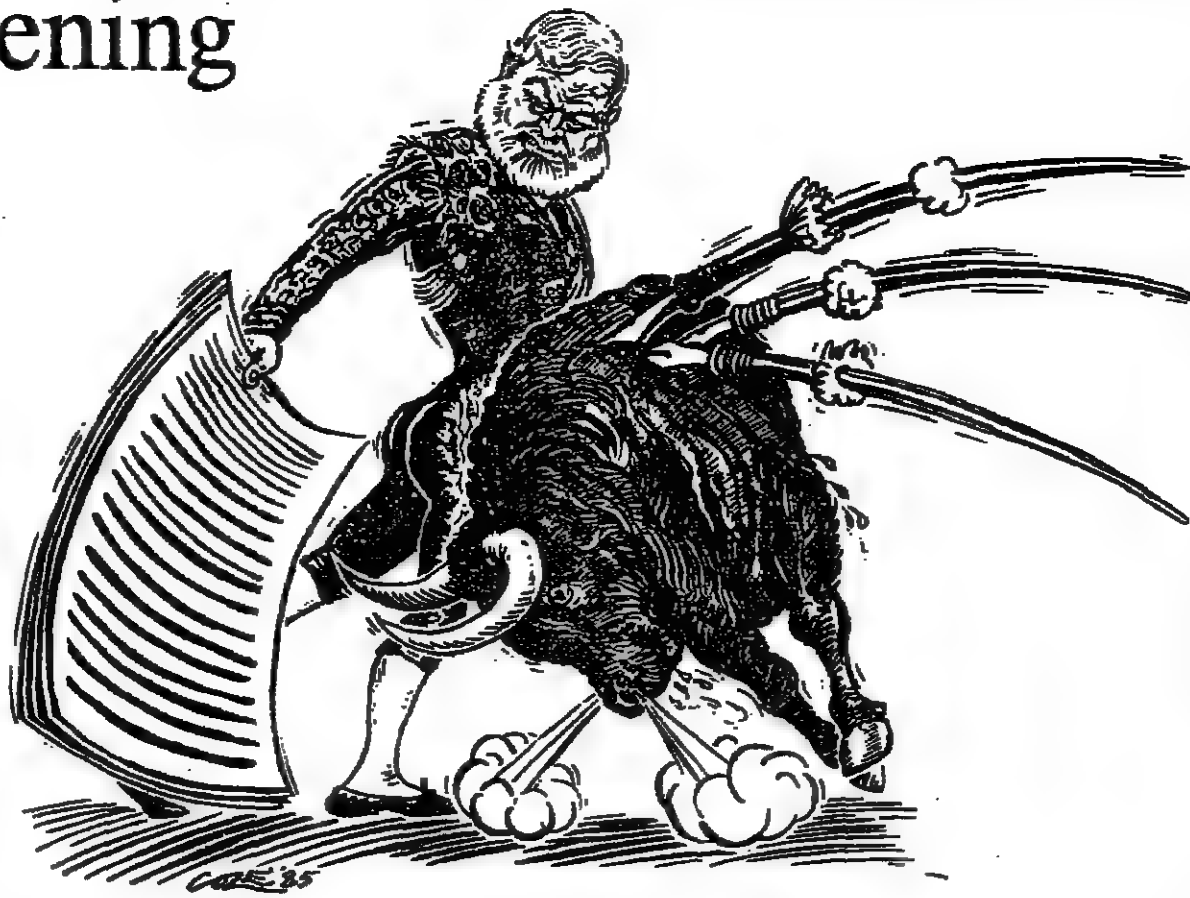
Raymond Carr on  
the last corrida  
of the Old Man  
of blood and bull

THE DANGEROUS SUMMER  
By Ernest Hemingway  
Harcourt, £9.95

He need not have worried about the decline of the bullfight. He came back to Spain in 1959 to cover for *Life* one of the most dramatic episodes in recent bull fighting history: the duel — one can justly say to the point of death — between two bullfighting brothers-in-law, Antonio Ordoñez and Luis Miguel Dominguín. Hemingway left a manuscript of 75,000 words, now published as a book. Mercifully it has been pruned by some 20,000 words. It is sad that this, the author's last book, reads often like an undisciplined parody of his earlier work.

He came back to Spain as a famous man. It is some indication of his ignorance of Spain that when he first returned for a short stay in 1953 he feared (or perhaps half hoped) he would be turned back at the frontier as a notorious anti-Francoist. No such luck. The frontier policeman has read all his books, stamps his passport and helps him through customs.

In his earlier visits over 10 years that provided the raw material for *Death in the Afternoon*, published in 1933, he had always taken up with bullfighters. Now they were eager to take up with him, for that way lay immortality in print — an understanding weakness, perhaps, in those who regularly face death at 5pm on summer afternoons. The gladiators unburden themselves to the great man and his portraits of the two protagonists, based on their conversations, are the best thing in the book. He has, therefore, an exceptional inside knowledge of the psychology of bullfighters, of their daily lives, tense and exhausted after travelling from



fight to fight all over Spain. His vivid portraits of Dominguín and Ordoñez come as a relief after passages that read like the reports of a provincial bull fight correspondent. "His work with the muleta was effective and interesting." The escape from the tedium of reportage is, in purple prose, "Scintillating" is his preferred word to describe a pass with the cape or muleta. "It (a pass) had the beautiful flow of the water as it curves over the crest of a dam or a falls."

In spite of his sometimes irritating display of the author's *mucho* ethos, his braggadocio, this book will find its niche in bullfighting literature — there is a useful appendix of bullfighting terms, a shortened version of that printed in *Death in the Afternoon* which has become the bible of Anglo-Saxon aficionados. The rivalry,

fostered by promoters to bring in the crowds, of Dominguín and Ordoñez — I saw them fight many times — was high drama indeed, and Hemingway's account makes compelling reading. Ordoñez on the up and up, a faultless fighter; Dominguín, rich but still needing to prove himself the greatest *matador* alive, was going through a bad patch. Both fight to their limits and both are badly gored ending up on different floors of the same hospital. After that Dominguín, lamed and dragging his foot, has a bad day which ends when the bull drives his horn into a half healed wound. Ordoñez is left to triumph as the undisputed master.

This is a very self-indulgent book, a long essay in nostalgia, that shows little of the wisdom that sometimes comes with age. It is a pity that

Hemingway writes with so little understanding about the Spain he loves. Visual impressions abound and they are sharp; otherwise no insights. What one might call his only sociological observation is his lament over the deluge of tourists for the bull run through the streets of Pamplona which formed the centrepiece of *The Sun Also Rises* (1926).

This is not a book for the squeamish. His intimate friendship with bullfighters gives him the entrée to the bullfighting clinic where emergency operations are performed after a disaster, and to the Madrid hospitals where the seriously gored are treated. If you can stomach this sort of stuff you will learn a great deal about bullfighting after reading this book. You may, on the other hand, never wish to go to a bullfight.

## The professional verses of the man from the Pru

## POETRY

Robert Nye

When I was a boy there used to be this advertisement in which a smart and respectable bloke came striding up purposefully to sell you some insurance, and it said underneath: "The Man from the Pru." I took this man to be Roy Fuller. A precocious brat, you see, I had heard that Fuller, like Wallace Stevens, was the antithesis of the capital-P Poet in that he made his living holding down a job with a building society, writing poems in his spare time. I was impressed because even in those days I could see Fuller was in no sense a spare-time poet, and that in a period not characterized by high standards in the craft of verse-making, he stood out from his contemporaries in that his poems were invariably well-constructed. It would be truer to his seriousness to say that he was a full-time poet who made a hobby (and a living) from his work as a solicitor. And the man was never from the Prudential, as it happens, but with the Woolwich.

Quite often he was heard to bubble: "Poets should be intelligible" Or "What determines human fate, the class structure of the state?" Or "Friend and Marx and Dickens found — And so do I — souls not profound."

The wit and self-mocking irony implicit in making *babble* rhyme with *intelligible* are characteristic; but this poem dates from about 1950, and from then on in this book he finds the soul at least sufficiently profound to admit of psychological investigation in syllabic metres. It is likely that this admirable poet will be remembered for the more orthodox yet elusive rhythms of the verse of his early maturity.

I might add that a total indifference to modernism did Fuller no harm when he was observed at an Audenian kind of introspective analysis of social situations. I must say

In dreams begin responsibilities — the Yeats line takes on new pertinence if applied to Fuller's division of his days, for it could be inferred that it was a sense of social responsibility derived from his findings in verse which spurred him to certain positions in public life.

The story is there for all to read in his New and Collected Poems 1934-84 (Secker & Warburg, £14.95), where under the well-combed surface an unruly intelligence gets itself expressed in verse that is at first leftish and concerned with man as a political animal, but later more personal, allusive, and ambitious. One way of reading the whole is to see Fuller's progress as a journey from the general to the particular, from social observation of an Audenian kind to introspective analysis of social situations. I must say

never wish to go to a bullfight.

never wish to go to a bullfight.

never wish to go to a bullfight.

## The skull beneath the skin

## FICTION

Gillian Greenwood

THE SILVER AGE  
By James Lasdun  
Cape, £8.95

CRISPIN'S SPUR  
By Gordon Wardman  
Secker & Warburg, £8.95

THE MAN-EATER OF JASSAPUR  
By Duff Hart-Davis  
Cape, £8.95

In one of James Lasdun's stories, "Heart's Desire", three bright young things are the subject of the narrator's envious attention as they pose against a background of rural England at its most idyllic. The language is rich, the imagery flows, "In the water thick tresses of weed show green and red through the glassy currents that come them down-stream". As the author builds up his sensual picture of the summer night, and the narrator nears the peak of his desire, a baser side of the gilded youth is revealed. Artifice and imagination are punctured by a harsh if banal reality.

The strength of this fine first collection lies in its exquisite surface through which something nasty frequently threatens to break. Nostalgia is tinged with menace as in "Property" and "The Bugle", while fear and conflict haunt the deft miniature portraits created in "Dead Labour" and "Delirium". The latter story, set in India, is told in the heightened manner that its title suggests, and is a striking example of the way the author blends realism and fable, and also of the extraordinary gathering momentum of his prose. It is a moral tale in which the central character reaps the torments that follow his pride. The whole collection has a moral and a fatalistic tone. We pay dearly for our actions and the past will catch up with us.

Children are often the instruments of morality in Lasdun's world, innocent but knowing agents who observe, and then act instinctively, destroying the veneer that the adults have so artfully applied to their lives. But while James Lasdun's ideas and vision are interesting, it is the expression of them in his rich, lyrical prose which makes *The Silver Age* so very good.

Crispin's Spur by Gordon

Wardman is a first novel that is unusual in that it is a contemporary political thriller set in the working-class north. We are familiar with the working-class romance or historical novel, and also with the more upmarket polemical story-telling which uses working-class characters, but this straightforward story of everyday political activism seems a bit of a novelty.

Chris Powell, once a successful political activist, but ousted eight years previously in a local Party coup, is persuaded back to the frontline in his home town of Northburn. He is needed to set up a piece of sabotage in the local ordnance factory, a task that he and his young partner, Jim, go about with a combination of bold strokes and veteran cunning; and also with a great deal of beer and a little bit of sex. Chris, a compelling character, who dominates the book, is also trying to unravel the mystery of his political downfall and revisits Party members from the past while coming to terms with its ever-changing present-day structure.

It has to be said that there is quite a lot wrong with the novel (not least its dreary dust-jacket). It is very much a one-character

book; its sub-plot is weak, and it occasionally breaks an otherwise very good pace for a history lesson; but despite these faults it has energy, a good plot, and an affectionate sense of place that is very much superior to its characterization.

A sense of atmosphere and place are the strengths of another, more experienced story-teller, Duff Hart-Davis. His new novel, *The Man-Eater of Jassapur*, set on the border of Nepal, is also strong on character. Its exotic heroine, Manda Fairfax, is a capable, independent woman, as well as a creature of fantasy. Her admirer, Bruce Sylvester, who has arrived to track tigers for the World Wildlife Fund, finds it hard to separate fact from the myths that have grown up around her. Dedicated to the preservation of tigers, she is also rumoured to keep a tame animal which has eaten 22 people including the men who have visited her. Bruce is suitably impressed and plunges in to help her in her battle against her personal forces of darkness, the corrupt game wardens and the would-be hunter who is prepared to spend a fortune to evade the ban on shooting tigers.

After a shaky start while overcoming the inevitable cliché which India has become, Hart-Davis gets into his stride and tells a marvellous story. The landscape of the Indian jungle with its impressive dawns and sunsets, sounds and silence, is drawn with skill but is always subservient to the exciting narrative. Likewise, the information on hunting and tracking which fill the novel serves to draw the reader further into events, not merely to pad the atmosphere, as in so many inferior pieces of story-telling. The result is a thrilling, exotic even humorous tale — escapism of the first rank.

## Loyalty to the Raj up the Khyber

William Jackson

THE FRONTIER SCOUTS  
By Charles Chenevix Trench  
Cape, £12.95

In the space of recent film and television productions about India, the last years of the Raj have tended to crowd out the previous three centuries of successful British endeavour. The foundations of service and loyalty to the people of India, upon which the Empire was built and sustained, have been submerged in the rubble of the media pulling it down. The unity of the subcontinent could never have been achieved without the remarkable level of consent between the rulers and the ruled, which was brought about by so many generations of British administrators, judges, and soldiers who dedicated their lives to India, and whose efforts are so often denigrated today. But loyalty is a two-way street, and nowhere was this more so than in the Frontier Scouts who epitomized all that was best in the British service to India.

*The Frontier Scouts* is a small but timely reminder of the matter. It traces the story of which British India was created and defended. It is a very readable pen picture of conditions on the North West Frontier from the 1870s to 1947; and it is also a worthy history of Frontier Corps, which kept the peace along the Chitral, Tochi, North and South Waziristan, the Kurram and Zhob Militia, and the Khyber Rifles. They were all poachers turned game keepers. Pathans recruited to keep the peace amongst Pathans. Their job was to support the British Political Agents, who maintained a British presence among the marauding warlike people who lived in the jungle of snow-beat-like mountains between the Afghan Frontier and the settled plains of India.

The Scouts were not part of the Indian Army; but they were led by British officers specially chosen from Indian regiments. They came under the Indian Political Service, and had only three British officers in each Scout Wing, the size of an infantry battalion: all the other officers were Pathans. Such was the mutual respect and community of interest between the two races that the Pathan's loyalty to the Scouts transcended his tribal affiliations. But loyalty between different races and creeds, however close, always rests upon the knife edge of suspicion. It is a tribute to that handful of British officers that so few defections and mutinies occurred in the ruthless atmosphere of the frontier.

Chenevix Trench's descriptions of the many Scout actions from 1870 onwards bring the Frontier back to life. They are based upon the letters, diaries and reports of those who endured and fought there. He pulls few punches, highlighting the dark as well as the lighter side of life amongst the Pathans. Those who served in India will find it absorbing. The pity is that it will not be read by those whose knowledge of India is limited to *The Jewel in the Crown* and *Passage to India*.

## Monstrous regiment of good Gray men

Tom Denning

A PROSPECT OF GRAY'S INN  
By Francis Cowper  
Grays, £10

Biographies of men are interesting. Biographies of institutions are dull. But not this one. Francis Cowper combines the graces of history and literature with an exquisite style of writing. He gives us a prospect of Gray's Inn which is pleasing to all the members of the venerable institution who behold it from within — and to many who behold it from without. Like others, Gray's Inn derives its frame and standing from the men it has produced. So I ask: did not Gray's Inn produce the philosophic Lord Chancellor — Lord Bacon — who accepted bribes; and the meteoric Lord Chancellor — Lord Birkenhead — who drank more than was good for him? Francis Cowper, as a loyal son of the Inn, overlooks these failings. Has it not produced in recent years two who have sat comfortably and well on the Woolsack — the solid Lord Kilmuir and the charming Lord Elwyn-Jones?

But going back to earlier days: Did not Gray's Inn produce the subservient Chief Justice — Sir Henry Finch — who upheld the monstrous impost of Charles I for the ship-money; and also the mediocre John Bradshaw who, as Lord President, tried that king and sentenced him to death? Did it not produce the obsequious Chief Justice — Sir William Scroggs — who has been condemned down the ages as the worst judge that ever sat on the English bench? Did it not produce the erratic Edward Kenealy who defended the perjurious claimant in the Tichborne case — and was

disbanded and disbanded for his conduct in it?

Francis Cowper gives delightful sketches of the characters of today: Rose Heilbronn — the present Treasurer — the first woman to be a High Court judge — who "combines striking good looks with strength of mind and tenacious industry"; Lord Swire — "handsome and incisive as Attorney-General", the most polished advocate of our time and the most skilful; Lord Lane — who as Lord Chief Justice has "brought to the judicial office a quickness of apprehension and a robust common sense combined with complete fairness which makes it impossible to waste time in his court". Adding to these, Francis Cowper tells of the present judges and barristers who have brought distinction to the Inn today, together with all the devoted staff who have contributed so much for its well-being.

The prospect includes not only the men, but also the buildings and gardens, the masques and revels, the moods and readings, the lunches and dinners, and shows how much they have influenced those privileged to take part in them. It is a prospect which all will enjoy, presented as it is by one of the most loved members of the Inn itself.

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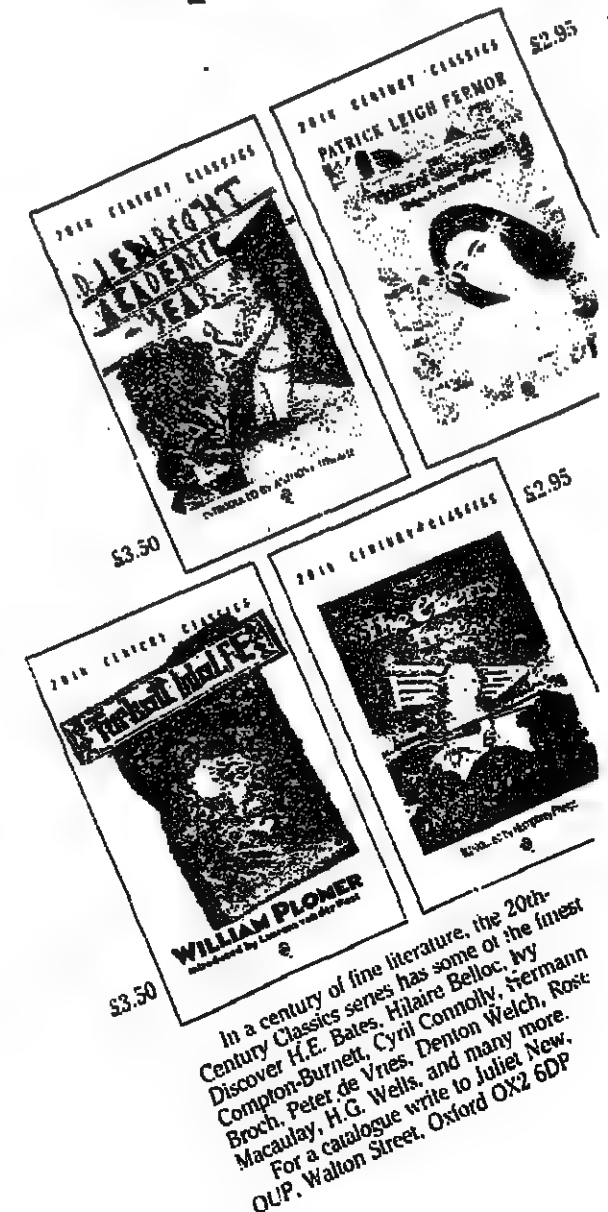
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## COURT AND SOCIAL

### COURT CIRCULAR

**BUCKINGHAM PALACE**  
July 17: His Excellency Mr. Shridath Ramphal (Commonwealth Secretary-General) had the honour of being received by the Queen this morning.

Sir Kenneth Couzens had the honour of being received by Her Majesty upon his retirement as Permanent Secretary at the Department of Energy.

Air Chief Marshal Sir Patrick Hine had the honour of being received by the Queen upon relinquishing his appointment as Commander-in-Chief Royal Air Force Germany.

Mr. D. E. Tatham (Her Majesty's Ambassador Extraordinary and Plenipotentiary at Santa) and Mr. Tatham had the honour of being received by the Queen.

The Queen and the Duke of Edinburgh gave an Afternoon Party in the Garden of Buckingham Palace.

The Prince and Princess of Wales, the Duke and Duchess of Kent and Colonel Sir Henry and the Lady Mary Smith were present.

Her Majesty's Body Guard of the Honourable Corps of Gentlemen-at-Arms.

**YORK HOUSE**  
July 17: The Duke of Kent, Chairman of the United Kingdom Committee of European Music Year, this evening attended a performance of Handel's *Alcina* at Christ Church, Spitalfields, London E1.

Captain Charles Blount was in attendance.

**THATCHER HOUSE LODGE**  
July 17: Princess Alexandra, Patron, this afternoon presented the prizes at the Annual Day of the Royal Soldiers' Daughters' School, Hampstead.

The President of the Soviet Union is in the country.

A memorial service for Lord Segal will be held in the West London Synagogue, Upper Berkeley Street, at noon today.

A memorial service for Sir Michael Rodgrave will be held at St Paul's, Covent Garden, at noon today.

A memorial service for Mr. J. P. Morton will be held in the Chapel of St Michael and St George, St Paul's Cathedral, today at 11.30.

A memorial service for Mr. J. C. Harrison will be held at St James's Church, Piccadilly, London, W1, at 11.30am today.

**KENSINGTON PALACE**  
July 17: The Princess Margaret, Countess of Snowdon, as President of the Royal Ballet, was present this evening at a performance by the Royal Ballet School at the Royal Opera House, Covent Garden.

Mrs. Elizabeth Blair was in attendance.

**KENSINGTON PALACE**  
July 17: Princess Alice, Duchess of Gloucester, visited the East of England Show, Peterborough.

Her Majesty's Body Guard of the Honourable Corps of Gentlemen-at-Arms.

**Forthcoming marriages**  
Mr. D. R. Elton and Miss S. P. Mills.  
The engagement is announced between David Roger, youngest son of Mr. and Mrs. J. R. Elton, of Fawley, Maidenhead, Thicket, Berkshire, and Susan Phillips, daughter of Mr. Peter Mills, M.P., and Lady Mills, of Prestcombe, Crediton, Devon.

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**Marriages**  
Mr. R. R. Parker and Miss A. J. Backhouse.  
The engagement is announced between Robert Redmayne, only son of Mr. and Mrs. E. C. Parker, of Bromslohe Hall, Clitheroe, and Amanda Jane, younger daughter of the late Mr. Henry Backhouse and Mrs. B. Backhouse, of Clough Bottom, Bashall Eaves, Clitheroe, Lancashire.

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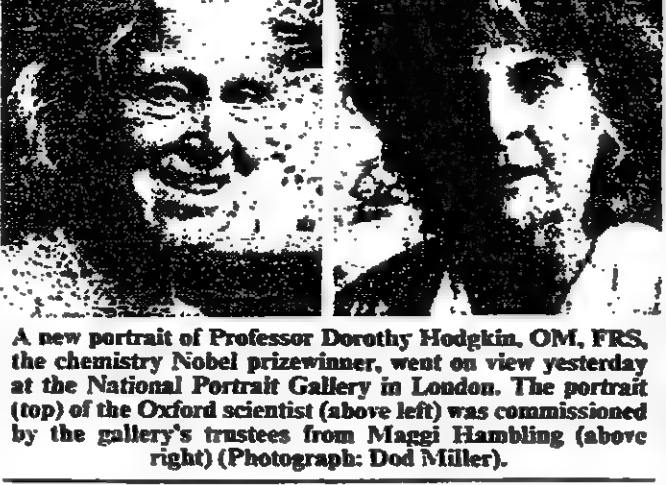
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A new portrait of Professor Dorothy Hodgkin, OM, FRS, the chemistry Nobel prizewinner, went on view yesterday at the National Portrait Gallery in London. The portrait (top) of the Oxford scientist (above left) was commissioned by the gallery's trustees from Maggi Hambling (above right) (Photograph: Dag Miller).



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**Luncheons**  
Tuesdays Television.  
Sir Ralph Carr-Elison, chairman, presided at the Tuesdays Television Luncheon held at the Hyde Park Hotel, London, yesterday. Sir Margaret Thatcher, MP, was present and other guests included:

**Receptions**  
The President of the Royal Society of Chemistry, Professor R. O. Colclough, was host at a reception given yesterday evening in Burlington House, London. Among the guests were:

**Church service**  
The installation of the new members of the River Thames held at Waterman's Hall yesterday. Master, Mr. J. J. Wilson as Senior Warden, and Sir Geoffrey Rodger, M.P., as Junior Warden. The Master and Warden, members of the Court and guests afterwards attended the annual service of the company at St Mary-at-Hill.

**Seniors**  
The Society of Apothecaries of London gave a source yesterday at their hall, when the Master, Professor Norman Ashton, presented the society's Golden Medal to Dr C. Milne in recognition of his outstanding work in the development of monoclonal antibodies.

**Science report**  
Potent anti-cancer drug on trial  
By Pearce Wright, Science Editor

A modified anti-cancer drug, said to be 1,000 times more potent in killing tumour cells than the agent from which it was derived, is reported by doctors from the Stanford University School of Medicine, California, and the M.D. Anderson Hospital, Houston, Texas.

Laboratory tests of the new preparation, which was synthesised in a joint research project with scientists from the University of Vermont and the contract research organization SRI International, show that among other advantages it should have fewer side-effects on the cardiovascular system.

The new preparation, referred to as MIRA-CN, is derived from a regularly used drug to cancer chemotherapy called doxorubicin. They both belong to a category of compounds called anthracyclines, a class of complex known to disrupt the DNA in the nucleus of a cell.

An account of the laboratory trials in Science showed that the increase in potency was found in tests on human ovarian and breast cancer cells. Side-effects are still present with MIRA-CN, but the

degree of reaction is reduced because lower doses are prescribed. The paper from Dr. Brannin Sile and colleagues at Stanford says the new drug is still being evaluated for clinical trials in which the preparation would be compared with targeted radiotherapy, which would further reduce risks of side-effects.

The idea of targeting a drug, exactly to the site of the tumour, was conceived more than 50 years ago, but it has only become a practical proposition now that monoclonal antibodies can be made as carriers.

Some cancer cell types which were resistant to doxorubicin responded to the new substance. The anthracycline doxorubicin has become one of the most important drugs in the treatment of cancers by chemotherapy, providing a method of killing abnormally proliferating cells of the bone marrow and gastro-intestinal tract.

Treatment with anthracyclines is limited by the damage that can be caused to healthy tissues and by the resistance which can develop in tumour cells. Several hundred

## Sale room High prices paid for English folk art

By Geraldine Norman  
Sale Room Correspondent

Collectors and dealers specialising in English folk art exist and have plenty of money in their pockets, judging by Sotheby's first sale devoted to "English naïve and provincial".

The sale, yesterday included pictures, textiles, furniture and works of art. There was a packed sale room and several buyers made bids on items from all the categories.

Characteristics of the new market was the price of £2,640 (estimate £1,000 to £1,500) for a mid-nineteenth-century carved and painted model of a butcher's shop with one butcher, two assistants and quantities of joints. It is enclosed in a glazed case.

An elm walking stick, dated 1817, and made by John Paine of Stow brought £1,430 (estimate £500 to £800). The top was carved as an air balloon, then engraved and the shaft linked with scenes of a journey, including illustrations of wild animals, architecture, a dentist and a stage-coach.

Two early nineteenth-century English pottery crumpers secured £165 (estimate £150 to £250) and a painted wood snipe decoy made the same price (estimate £80 to £120). A pair of early nineteenth-century English pottery crumpers secured £165 (estimate £150 to £250) and a painted wood snipe decoy made the same price (estimate £80 to £120).

An unusual William and Mary elmwood circular drop leaf table made £4,620 (estimate £800 to £1,200). The table had been undervalued as a piece of furniture. Nevertheless, the two main bidders on the piece were not furniture specialists. The sale totalled £207,333, with 13 per cent left unsold.

Sotheby's antiques sale saw a few high prices but also many unsold lots. A phonetic ivory plaque, dated 1791 and signed W. Williams, selling for £16,500 (estimate £15,000 to £20,000).

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## OBITUARY LADY HICKS

Studies in public finance

Lady Hicks, who died in Bloomsbury, Gos, on July 16, aged 89, was an economist of world-wide distinction.

Born in Dublin on September 17, 1896, Ursula Kathleen Hicks went from Roedean to Somerville College, Oxford, in 1915, where she read history.

After graduating she worked for a time in the Agricultural Wages Board but her career was then interrupted for family reasons and this helped to shape her future career. For she lectured during this period to WEA classes and this experience so stimulated her interest in social affairs that she decided to return to university life in 1929.

At the London School of Economics she directed her attention to economic history and, subsequently, as a graduate student, she wrote her first book: *The Finance of British Government, 1920-36*. Thus her previous training as a historian was combined with her more recent training in economics and it was perhaps natural enough that this combination of interests continued to be manifested in much of her subsequent work.

What was less predictable was her contribution to the development of economic theory, in particular mathematical economics, as one of the editors of *The Review of Economics* which in company with A.P. Lerner and P.N. Sweeney, she founded in 1933. It was a remarkable achievement by these graduate students, for their creation quickly acquired the status of a leading scholarly journal of world-wide reputation.

Ursula Hicks was to serve as a lecturer, she left LSE on her marriage to (Sir) John R. Hicks who had been elected to a Cambridge fellowship. In 1938 there was another move when her husband was appointed to a lectureship at Manchester. Ursula Hicks then joined the economic department at Liverpool University and ran it during the war.

When they returned to Oxford in 1946, she was appointed to a senior lectureship in public finance. A new book, *Public Finance*, appeared in 1947. Although written as a textbook it was, in fact, more than that and contained its own theoretical contribution to the study of taxation.

Another widely used book, *British Public Finance, 1883-1952*, appeared five years later. Her interest in fiscal problems had already begun to extend to those of the less developed world and with her husband, she visited a large number of countries, sometimes on official missions and sometimes on lecturing tours. Thus they became, and were to remain, great travellers in Africa and Asia as well as in Europe and the USA.

Over the years a very large number of undergraduates and graduate students owed much to her personal concern for their welfare, always skilfully and unobtrusively expressed. Her colleagues at Oxford were also much indebted to her. She organized regular gatherings of young economists at her home in Oxford in the 1950s and 1960s when she perceived the danger that, heavily burdened as they were with college responsibilities, they would become so isolated from each other that their scholarship would suffer.

Lady Hicks was a person of wide interests and versatile talents. Her water colours, especially those painted on her many trips abroad, brought great pleasure to her friends. She was also a fine pianist and a scholarly gardener.

In their retirement, she and her husband remained a devoted couple, travelling, writing, and helping economic students all continents, and sustaining all the outstanding married partnerships in the academic world.

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Stratford

The Dillen

Mary after the Queen

Whitbread Flowers Warehouse

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## THE ARTS

Theatre  
Stratford's new  
story-tellersThe Dillen  
The Other PlaceMary, after the  
Queen  
Whitbread Flowers  
Warehouse

Until the appearance of Angela Hewins' *The Dillen* in 1981, modern Stratford-upon-Avon was overwhelmingly associated with the name of one family - the Shakespeares. The Medici-like clan who held sway over the town's civic and cultural affairs from their cloud-capped brewery.

With the publication of *The Dillen* and its staging by the RSC, Flowers must henceforth share their fame with the Hewins family: a working-class Stratford dynasty who have nothing to do with the Shakespeares except that, as they speak, it is in voices that would have been at home in Justice Shallow's orchard.

In *The Dillen*, Mrs Hewins told the story of her husband's

end. Mrs Hewins is careful not to call it a sequel. It presents some of the main characters through different eyes, and although Mary has a tale worth telling and is blessed with rare emotional candour, she is no match for her father as a narrator. As she says of him herself, "he was a real devil with words".

The contrast between the two books is directly reflected in Barry Kyle's two productions. George's narrative is crammed with particular incidents in particular places and the show leads the audience out of *The Other Place* to follow the cast (boosted with Stratford residents and a silver band) on a three-hour promenade round a series of prepared outdoor locations. No one who makes this journey will ever again be in danger of viewing a Stratford as a picturesque bardic backdrop.

For *Mary* the audience re-assembles in the Whitbread Flowers Warehouse, a temporarily converted 399-seat playing space on the Birmingham road, and stay there for the rest of the evening.

As in *The Dillen*, Mr Hutchinson divides the main character into an elder and a younger self (Peggy Mount and Jennifer Lander) and brings in crowds of locals as schoolchildren, railway passengers, and brewery employees. The story, however, is much more generalised and self-absorbed: and a quick reading of the text suggests that theatrical ingenuity has been pushed to the limit to create a show.

Mr Hutchinson conflates episodes from the book and draws on unused material from *The Dillen*. The production likewise goes in for broad company effects. Of a works outing to Blackpool, Mary writes that all she enjoyed was



An honest slice of life: randy femininity in Flower's bottling plant with Mary (Jennifer Lander) far left

the train journey. On stage, this becomes a "Lullaby of Broadway" production number with beach balls. Repeated routines of this kind are apt to engulf the history of a particular family in a sub-satiric little England revue.

Beneath these raucous flourishes, the play is as honest and revealing as its predecessor. Post-war poverty is marginally less grinding, but we are still at home in what Ronald Blythe calls the "cheerful, dreadful England that would do for you if it could".

After the heroic vitality of George's early years, the family

have succumbed to a mood of defeated anger. Rows perpetually flare between the overworked mother (Susan Colver) and the heavily-drinking George (Ron Cook).

The house which they occupy as church-school caretakers is grossly overcrowded; with result that can be as comic as when one of the sons invites a bedridden girlfriend to teach him the violin upstairs; or heart-breaking as when Jess, gentlest of the children, contracts TB and is transported to a wind-swept hospital leaving her precious collection of glass trinkets behind.

Mary herself, like her father, is hardy and strongly-sexed. The show follows her early experiments, parading Sheep Street in garters with bells before she falls for a grammar school boy simply on the strength of his beautiful hair. Feelings, she says, are like a river: "pulling you where you don't want to go, where you know it's dangerous".

The affair reaches a blood-thirsty climax when her brother beats the boy to a pulp for not being "one of us", leaving Mary with a baby for which the vicar orders her out of the house. Episodes like that bring the

tribal laws of England brutally to the surface.

Things begin to change in the war with a great explosion of randy femininity in Flower's bottling department, and Mary's emergence as a talented mechanic. The quality of the show is that it does not make too much of this; and stays true to her own description of life as a "flower on a rubbish heap".

Placed on a traverse stage bounded by two platforms, this is not the epic it appears, but a piercingly honest slice of life worthy of George's daughter.

Irving Wardle

US opera  
Ring of confidenceGötterdämmerung  
San Francisco

As the director Nikolaus Lehnhoff had promised, many of the impossible things Wagner asked for took place before our eyes and ears in the closing moments of the San Francisco Opera's new *Götterdämmerung* - which ended its first new Ring cycle in 13 years, its third in all, which by any measure its most important.

Siegfried burned, under a great tent of logs; Brünnhilde ran (horseless) into his flames; the Gibichung Hall flew all to pieces. The Rhine - or at least a great deal of dry-ice steam - "overflowed" the stage; the Rhinemaidens, almost invisible through the steam, dragged off the wretched Hagen.

Then, to show he was not handicapped to Wagner's stage directions, but a contemporary European director, Mr Lehnhoff had his Loge - a cynical, morning-suited Victorian attorney - mount the steps of the old ruin, backed by nothing but a Caspar-David Friedrich ice-floe, to pose proudly and Curtian.

The major visual images are realistic and natural, forever verging on the surrealistic, the supernatural, thanks to artful selectivity and lighting. The cues throughout came from Friedrich, the early 19th-century romantic realist. Friedrich's mouth, and the producers' own anti-abstract tastes, led them to create settings of astonishing power and minutely meaningful detail.

No one in the large cast was more impressive than the Hungarian soprano Eva Marton, who has now given San Francisco her first Brünnhilde in both *Siegfried* and *Götterdämmerung*. Singing every note flawlessly, gorgeously, and with house-filling power, she also portrayed the human Brünnhilde's wild range of passions in a very convincing fashion. Her deceived and deceiving Siegfried

was Rene Kollo, another winning singing actor, slightly more controlled (and better for it) than last year.

Helga Dernesch (*Die Walküre* Fricka, First Norn, Waltraute) is the ideal performer for Lehnhoff's style of "luminous realism": she is at once razor-sharp and compellingly stylized. Peter Hoffman (Siegfried) was somewhat thinner of timbre and less varied of temper than in 1983; he seemed to be depending more on good looks, a credible swagger and sound histrionic style that on what he might have done with Wagner's notes.

James Morris in his first Wotan, sang like a scraph, a true golden-wood bass; but he mainly pined about with cape and spear. Thomas Stewart (the Siegfried Wanderer) remains dominating Wotan, even bent in decline. His familiar, resonant voice began to face rather too early, however.

The conductor Edo de Waart (who has just left San Francisco for the Netherlands Opera) seemed to be using a strange strategy of gradually opening, overlapping dynamics and expression, like a series of larger and larger flowers coming to bloom. Each evening grew in brilliance and emotional force towards the end; and each of the four evenings was more powerful than its predecessor.

David Littlejohn

● This year's South Bank Summer Music opens, on August 18, with an unusual marriage of idioms when the English Chamber Orchestra, under Sir Alexander Gibson, is joined by the Irish pianist Liam O'Flynn for the British premiere of Shaun Davey's *The Brindar Lough*. Following last year's *Cupid and Death*, the Consort of Musicke, directed by Anthony Rooley, stage *The Marriage of Pantalone*, the recreation of a typical commedia dell'arte plot with music by composers of the period (August 31 and September 1).

## After a squall or two the musical "Mutiny" finally sets sail tonight. Sheridan Morley talks to Captain Bligh in the person of Frank Finlay

## Ship-shape and singing for his supper

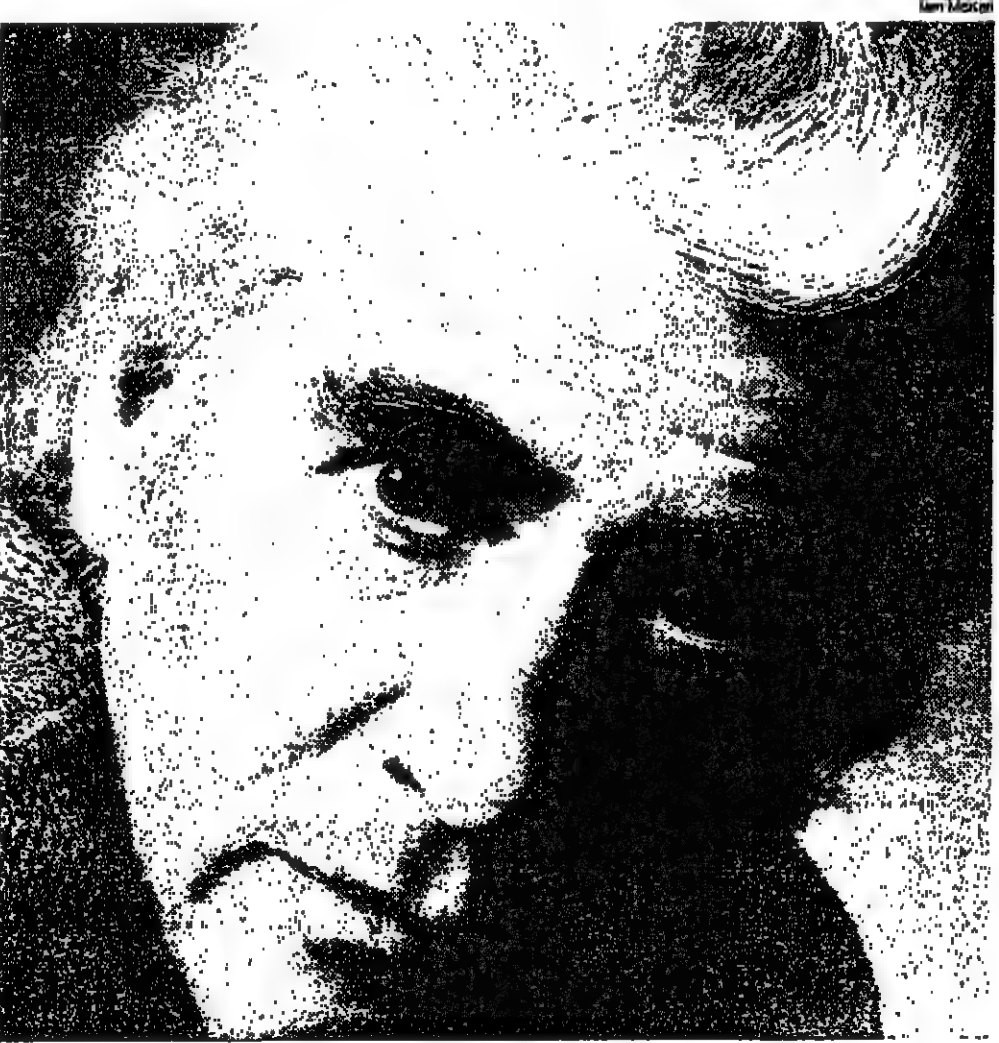
For a classical leading man who recently hit tabloid-paper headlines as "Actor with CBE in sex film scandal", Frank Finlay was looking remarkably unscandalous in a dark suit and Garrick Club tie having breakfast at the Waldorf. True, he was on his way to a flogging, but then again it was not that kind of a flogging. Tonight he opens at the Piccadilly as Captain Bligh in *Mutiny*, a new David Essex musical which has been so long-awaited that several people are under the impression they must already have seen it.

"I suppose it was about two years", says Finlay, "that we started to work on the album but since then there's been a lot of rewriting and David went out to Tahiti to research it, and then we had to wait until we were all free again, and when we were there wasn't a theatre, so then we had to wait for that. These things take time. Especially for me, I'm not really a singer at all, just an actor who happens to sing in a light baritone." Moreover he had to be coaxed back on to the musical stage by Essex after a less than wonderful first experience there a decade or so ago, when he played Henry VIII in a catastrophic Tudor romp called *Kings and Clowns*.

"Fifty", that. We started out quite well with a John Mortimer script but gradually everything fell apart and the producer had to take to a motorbike to save money on taxis. I didn't sing another note for years afterwards, but then David came to see me in *Amadeus* and thought I looked remarkably like Captain Bligh, so he came backstage and we started talking. Then I had to go off to a film in Rome but I found a marvellous singing teacher who spoke no English and, while her husband played the piano and hummed at me, I sort of remembered how to do it.

"Bligh is really a dramatic role, and the first thing you have to do is try to forget Charles Laughton. I didn't do that either of the Trevor Howard and Anthony Hopkins film versions, especially after I knew I was going to play it myself, but I have done a lot of research. Bligh was much misunderstood as a sailor: he had a bad temper and a vicious tongue, but even Fletcher Christian sailed with him three times and looked up to him as a father-figure before the mutiny. Every morning on the way to rehearsal I pass Bligh's tombstone just by Lambeth Palace: he died an admiral in Bond Street, you know, having kept 18 men alive in a boat on the open sea for 47 days, existing on a ration of one and a half ounces of bread per man per day. They travelled 3,600 miles, largely on his will power.

"The mutiny was never really meant to happen at all. Christian was just going to drift off on his own in a small boat. But then some of his mates decided to join him. Bligh was asleep at the time and they brought him up on deck in his nightshirt. I don't think he



Frank Finlay: "I'm not good at being out of work"

cared for that. But it was the films that cast him as the villain: history is never that simple.

Assuming they are not scuppered by a musicians' strike or an unduly hostile press, Finlay reckons he will be spending the next year afloat at the Piccadilly.

"After *Amadeus* and then the Haymarket *Cherry Orchard* I had really meant to stay in films for a while and earn some money. I rather missed out there when I was Oscar-nominated for *Oh! What a Lovely War*. I was still under contract to the National and so I had to turn down a lot of work in Hollywood. I missed a Bond film and several others, though lately I've been making up for that with *Arch of Triumph* and *Zakharov* with Glenda Jackson and a sci-fi called *The Life Force* and then Freud in 1979. I suppose it was being so eager to get into the film world that got me into all the trouble with *The Key*. Mind you, not everyone was scandalized by that: in Italy it did so well they gave me a golden cinema ticket."

While they were awaiting the right theatre for *Mutiny*, and changing over directors as Terry Hands gave way to Michael Bogdanov, Finlay had one of his rare periods out of work.

"Those are always very unsettling, especially as I'd had a very crowded ten years playing *Christ*, *Voltaire*, *Cassanova*, *Hüter*, *Sancho Panza* and *Salieri* among others. Suddenly

all you've got are the voiceovers and that's when the worrying starts. I'm not good at being out of work." It is not something of which he has had that much experience in the thirty years since he first arrived in London pushing all his worldly possessions in a pram which also contained his eldest son. He had come from Farnworth, near Bolton, where he was born 58 years ago, the son of a battery storekeeper.

"I don't know what really got me into the theatre: the only relatives I ever had there were some distant Scots cousins who had a music-hall act called The Finlay Brothers. I left school at 14, became a butcher's assistant for a while, and then thought I might one day get to be a meat inspector. But somehow I'd started acting in amateur groups (I was a Mikado at school, not good but noisy) and then one summer holiday I got into a rep company in Troon and eventually I landed up on a scholarship to RADA. It wasn't a bad time to be there: Finney, O'Toole before he had his nose redone, Alan Bates, Roy Kinnear and Brian Pringle were all in my year, and John Stride used to win all the prizes. But it was still the time when the reps were doing a lot of Coward and Rattigan, so we all spent our days fervently trying to lose North Country accents. Then, within two years of our leaving, they had to have a full-time voice coach teaching the students how to sound as if they came from up North."

It was the Wesker trilogy at the Court that first established Finlay, and he went on from there with Joan Plowright and Colin Blakely and Robert Stephens to form the nucleus of Olivier's first National company in the mid-sixties. Since then he has not spent much of his time in permanent companies, though he did open the Lyttelton with Ben Travers's *Plunder* and later replaced Scofield for the long West End run of *Amadeus*. Married to a former actress with two children already in the business and a third at art school, he remains one of the most versatile character actors in the business. Even Laughton never actually tried to sing at Mr Chester.

It was Ingvar Lidholm's *Musik For Strings* that provided the contemporary piece, although the work's inherent angularity was ill-served by the hall. Almost all the ideas seemed diluted, and this may have led Sarate to concentrate more on amassed string sonority than on the composer's intended reflection of the confusion of the post-war years. Sarate was much more attuned to the relaxed and idyllic world of Dvorak.

Television  
Making much of the missing Mozart

The promise made for last night's documentary Mozart's Unfinished (Channel 4) was that it would capture "a very special moment in music", when Peter Wilby, a composer and lecturer at Leeds University, presented his completion of Mozart's Triple Concerto. "Moment" was certainly within the bounds of accuracy, since the finished work, performed by the Amadeus Trio, was only twelve minutes long, as against the original fragment of four minutes.

Around this moment was piled a great deal of glamorous-looking background, described, with less accuracy, as an investigation. Exactly what was to be investigated was not clear: the interviewer, John Julius Norwich, twice asked Peter Wilby why any of Mozart's incomplete pieces should not be finished, but this was firmly described by the composer as a "question of duty to Mozart".

The 40 remaining minutes or so were diversely padded out with scenes from the life of young Amadeus, for which the audience had no doubt been prepared by the feature film of the same name. There now appears something sinister in the cycle of human regard which can sweep an individual from child prodigy, via a pauper's grave, to the status of quintessential genius and then down to the role of Superstar. At least Sean Wilson, the actor playing Mozart, had exactly the looks of that pop-eyed profile on all those boxes to Mozartian chocolates in Salzburg.

There also seems to be

something sinister about California's so-called Nobel sperm bank - now apparently reduced to one man operating door-to-door deliveries of high-grade genetic material from a truck loaded with tanks of liquid nitrogen. Exactly what disturbs people was also unclear from the last programme in Desmond Wilcox's series *The Visit* (BBC1).

The documentary concentrated on a Pasadena psychologist, Alton Blake, who has already told her story in a large number of publications throughout the world. She has a two-year-old son by the mysterious "Donor 28", and is now planning the conception of another child. Alton's mother remarked that men - notably Alton's brother - found the idea of such independent conceptions disturbing. The proprietor of the sperm bank, whose fees were not investigated, pointed out that artificial insemination worked fine in the dairy industry.

The programme's contribution to the body of knowledge about this operation was to trace Donor 28, a young Californian computer scientist who wanted to preserve his anonymity in case his mother felt "uncomfortable" about his donations.

One was left with a distinct feeling of sadness that these two attractive, intelligent and fertile people would have remained childless without the intervention of the commercial agency which had linked them in so bleak a fashion.

Celia Brayfield

Opera  
Uncanny double billAunt Caroline's  
Will/Prima Donna  
Royal College of Music

Perhaps *Prima Donna* impressed less because here the producer, John Easter, seemed less confident of his touch. He generated plenty of knockabout fun involving plates of spaghetti and such like, but failed to drill his cast into delivering lines with the quick-fire dryness their 1930s ingenueness requires. Statements like "She's as well frequented as the Grand Canal" hardly need to be laboured.

Still, Benjamin's music - though not reaching the heights of his earlier hit *The Devil Take Her* - has an intriguingly between Richard Strauss and Jerome Kern, and with Vilem Tausky in the pit the orchestral interludes had an apposite Gallic debunking of both the Church and middle-class morality as poor Aunt Caroline's ashes, barely cooled after cremation, preside centre-stage over the most indecorous going-on. The score, unsentimental yet elegantly orchestrated, is tailored superbly to the action, and this cast sang it well, capturing much of the black

humour. Ann Liebeck's nurse had the prettiest tunes, and she delivered them gracefully, while Gerald Finley revealed a good comic touch and a promising baritone voice as the notary.

Further performances at the college until tomorrow.

Richard Morrison

Concert  
Stockholm  
Sinfonietta/Saraste  
Baltic Exchange

Although it was certainly apposite that my first visit to the Baltic Exchange should be to hear the Stockholm Sinfonietta, the venue was not wholly satisfactory. Marble walls and string orchestras are not ideal partners, and this much of the detail in Haydn's Symphony No. 44, the "funeral" was lost among the columns and the stained glass.

The Finnish conductor Jukka-Pekka Saraste, though, is too committed a musician to allow the music to float along without engaging the senses. He exploited the ensemble's strengths in a restrained, though poetic, use of full string tone in Nielsen's *Little Suite*, Op. 1 and shaped the *achero* from the Dvorak *Serenade*, Op. 22 with a deft-textured luminosity that created a charming effect.

It was Ingvar Lidholm's *Musik For Strings* that provided the contemporary piece, although the work's inherent angularity was ill-served by the hall. Almost all the ideas seemed diluted, and this may have led Sarate to concentrate more on amassed string sonority than on the composer's intended reflection of the

confusion of the post-war years. Sarate was much more attuned to the relaxed and idyllic world of Dvorak.

The ensemble, making their debut, was presented almost entirely in the guise of a string orchestra though a small wind section was conscripted for the Haydn. It was an accident-prone horn-player who nearly sabotaged this roundly-phrased rousing, although Sarate perhaps learnt too much towards sweetness to do full justice to the deeper aspects of the score.

But certainly my ideas of Scandinavia's paleness were banished: Nielsen had a determined individuality and Lidholm some virile ideas that Sarate's rather meek treatment could not obscure.

James  
Methuen-Campbell

● The first London performance of Handel's *Rinaldo* (1711), newly reconstructed as result of research by H. C. Robbins Landon, and a free, late-night, open-air performance of *Musik for the Royal Fireworks* - with fireworks - mark the Barbican's principal contribution, as part of its "Summer in the City" festival, to this year's tercentenary celebrations. These events are on July 28 and August 3 respectively.

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A week is a long week, the Bank of the clearers to close point yesterday, of the Bank's split and it promptly rejected a further half-point.

The pressure from robust performance in foreign exchanges rings of Paul Volcker, US Federal Reserve, downwards expectations for the second quarter.

The pound rose 1.47 pence in the morning, three cents since April last year. The net gain of 2.47 pence was also modestly against the stage it was three months earlier, closing only up at DM4.007. The pound gained 0.7 to 83.8

In the midst of money markets respond. Three- dropped to 112 1/2 closing at 113 1/2 down on the day.

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Unpopular though it seemed, the Bank's move was a sensible one. First, it cooled the market. Second, it prevented a loss by waiting for American GNP figures. Third, it lowered expectations for a rate hike at the meeting of the Federal Reserve and the Petroleum Exporting Countries.

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## FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

# The Old Lady dampens rate cut enthusiasm

A week is a long time in banking, as Harold Wilson might have said. Last week, the Bank of England, was egging on the clearers to cut base rates by half a point. Yesterday, the maiden aunt aspects of the Bank's split personality took over and it primly rejected market pressure for a further half-point cut.

The pressure had come from another robust performance by the pound. As the foreign exchanges analysed the outpourings of Paul Volcker, the chairman of the US Federal Reserve Board, and revised downwards expectations for today's provisional American gross national product figures for the second quarter, the dollar was again everyone's favourite sell.

The pound rose to \$1.42 in the morning, three cents up and its highest since April last year. It ended at \$1.422, a net gain of 2.47 cents on the day. The pound was also in demand, albeit more modestly, against other currencies. At one stage it was three pence up against the mark, closing only a quarter of a pence up at DM4.0072. The sterling index gained 0.7 to 83.8.

In the midst of all this excitement, the money markets could hardly fail to respond. Three-month interbank rate dipped to 11½-11¾ per cent, before closing at 11½-11¾, a quarter point down on the day.

When the money market excitement started to look as if it was getting out of hand, however, the Bank stepped in with the cold sponge. It summoned the discount houses after lunch for "2.30 lending" and informed them that the only rate that was on offer was the penal one of 12 per cent. In other words, base rates stay at 12 per cent for the time being, although it is important not to read too much, either into one day's market movements, or into one day's response by the Bank of those movements.

Another half a point now would have helped to speed the building societies to a mortgage rate cut. It would have gone down well with the industry. The gilt edge market, with £600 million of funding announced yesterday, was also changing at the bit for lower base rates.

Unpopular though they may have seemed, the Bank's tactics yesterday were sensible. First, there was a clear signal to the market. Second, there is nothing to be lost by waiting until after today's American GNP figures - with market expectations for a 1 to 2 per cent rise, and the meeting of the Organization of Petroleum Exporting Countries on Monday.

Should the pound remain strong after these events, we are entitled to expect lower base rates. This would be in line with the Chancellor's observation earlier this week, in evidence to the Treasury & Civil Service Committee, that a rising pound would allow the downward pressure on inflation to be maintained with lower interest rates.

## Monopolies: the old order changes

The political and commercial implications of yesterday's speech on privatization by Mr John Moore should not be underestimated. The Financial Secretary to the Treasury took the opportunity of opening a new dealing room for House of Commons, one of the stockbroking firms most closely involved in the privatization programme, to review in intriguing detail the Government's record and policy in this controversial area.

Mr Moore correctly asserted that privatization was bringing about a fundamental change in the operation and efficiency of key sections of the British economy, and that its success in so doing was self-evident.

So it is. British Telecommunications, British Aerospace, Cable and Wireless, National Freight Corporation, Amersham International - the list is long and distinguished. Even where the occasional one has not set the stock market alight, such as Britoil, it would be hard to deny that its performance (and its contribution to the Exchequer) has been enhanced by being freed from the politically forged shackles of Whitehall.

Where Mr Moore's speech broke new ground, in presentational terms at least, was in his claim that privatization policies had developed since 1979 to the point where "regulated private ownership of natural monopolies is preferable to nationalization."

That is a political matter to be compared in significance with the late Herbert Morrison's declared ambition to place the banner of nationalization on the commanding heights of the economy.

While Mr Moore's standard leaves room for much debate on the question of what constitutes a "natural" monopoly, its importance lies in the implication that a regulatory framework is now in place which can protect the interests of customers and employees without curbing the commercial instincts of these monopolies.

This is crystallized in the example of British Telecom, whose licence imposes real price reductions and the requirement to serve the public interest through the provision of rural phone boxes and the 999 service. Those constraints, Mr Moore believes, will, if anything, force the management of British Telecom to be more enterprising and more efficient than otherwise. British Gas can expect similar curbs.

Suppliers of the privatized monopolies may be forgiven a wry grimace. In the brave new world they are to be exposed to increased competition which will be so fierce that they will export more aggressively and innovate like fury. Suppliers believe British Telecom is not too aggressive.

The effect of Mr Moore's declaration is to put the onus firmly on his political opponents to justify renationalization, or even to say why privatization should cease. By the time of the next election, there may be enough new shareholders among the electorate to take the subject out of the political arena altogether.

## Why company law needs action - and care

Lord Young's White Paper on cutting regulations for small business was notably cautious about company law. A paper on company law reform prepared by Dr Len Sealy for discussion at the Institute of Directors today amply demonstrates why both action and great care are needed.

Dr Sealy lists a series of formalities and complexities that have become set in even the latest versions of the Companies Acts and could probably be swept away for all companies, not just small ones. Do we really need paper value shares or all the formalities of meetings and signatures that are so often honoured in the breach?

The centre of the problem for small companies, however, may simply be that there are too many of them. Dr Sealy's starting point for reform is that an astonishing 49 per cent of companies were in default of their obligations to file accounts at Companies House at the end of last year. The present target of reducing this to 20 per cent is hardly adequate.

Dr Sealy, with others, takes the traditional permissive line that the only way to redress this is to make the law sufficiently convenient that companies will want to conform.

There is a simpler solution. Lord Young has rightly proposed that companies should be sent reminders in advance and need to fill in one document rather than two. Once this is properly instituted, limited liability should operate like motor insurance. If you fail to file (pay your premium), limited liability would automatically lapse.

The privilege of limited liability has already been made more permissive by accounting concessions. It should not be cheapened any further. Otherwise people trading with such companies, now dismissed as "the consumer lobby", would be wise to assume the worst.

Many of the new businessmen we need to help over administration do not require limited companies at all and might be better off without them. When it comes to borrowing money (as opposed to credit from the public), proprietors often find they cannot limit their liability anyway. The limited liability company has become far too much of an off-the-shelf item, automatically but wrongly seen as being as vital as a telephone.

The concept of limited liability needs to be protected for where it is needed. Within that, the principle should be to minimise controls and maximise disclosure. Yet as soon as the question of simpler accounting, for instance, comes up, that principle is in danger of being forgotten.

Dr Sealy is honest enough to grasp this nettle. "The time has now come to question the value of disclosure", he says. Maybe. If that is done, however, it will surely be found that less disclosure will lead to more control.

# Volcker gives strong warning on 'disquieting' US economy

From Bailey Morris, Washington

The dollar remained weak in world currency markets yesterday as Mr Paul Volcker, chairman of the US Federal Reserve Board, played down the role of monetary policy in countering high budget deficits and strongly defended the central bank's decision to sanction an easier monetary stance.

He cited "gross imbalances" in the American economy as being beyond the scope of money supply control.

In perhaps his strongest warning so far, Mr Volcker said, however, that monetary policy alone cannot continue indefinitely to hold up an economy exhibiting such "disquieting" signs.

It was in this vein that he repeated his appeal to other nations that they begin bearing more responsibility for the health of the global economy fostering "more expansion at home" in their domestic economies. He indicated the powerful US economic engine has gone as far as it can go in pulling along other economies.

Indeed, Mr Volcker indicated in testimony to Congress that the traditional post-war relationship between money supply and economic growth has been altered so dramatically that the central bank is operating somewhat in the dark, charting a policy course based on deep uncertainties.

He made his remarks even as Congressional negotiators met again in a new attempt to break the deadlock in the divisive negotiations on deficit-reduction proposals.

Earlier, the central bank, in its semi-annual report to Congress, surprised analysts by announcing a broadening and rebasing of its key M-1 monetary target which will allow it to continue supplying increased funds to the US economy. The new growth range is from 3 per cent to 8 per cent.

Had the central bank decided to tighten the reins, bringing the bulging US money supply back into the previous target range of from 4 per cent to 7 per cent, it feared the economy would plunge into recession, analysts said.



Paul Volcker: putting more emphasis on deficits

Mr Volcker attempted to allay Congressional fears that the easier monetary policy, following a traditional pattern, would lead to a new round of inflation.

Congressional critics were particularly concerned that the recent fall in the dollar would turn into a full-scale retreat, resulting in a surge in inflation. But Mr Volcker, while agreeing that a precipitous drop in the dollar would be dangerous,

said other signs pointing to renewed inflation are not there. He said commodity prices are declining, oil prices are softening, wage prices are down and US economic growth is slowing.

In its report to Congress, the central bank also lowered its forecasts for 1985, predicting the annual output growth of from 2.7 per cent to 3 per cent, down from an earlier projection of from 3.5 per cent to 4 per cent.

Mr Volcker said the central bank is projecting growth of "4 per cent plus" during the second half of the year.

He said the Federal Reserve is now putting more emphasis on other economic factors in setting policy, particularly the distorting effects of the massive budget and trade deficits.

The old targets implied a policy we were not prepared to follow under the present circumstances", Mr Volcker said. He described these as "the apparent dependence of economic growth, under circumstances existing this year, on a relatively high level of debt and money creation".

## Coal group shares suspended

By Cliff Feltham

The Stock Exchange is to investigate the events leading to the suspension yesterday of the troubled Sheffield coal mining group, Burnett and Hallamshire. The shares, which stood at over 200p a year ago, were halted at 20p, down 10p on the day. At this level the whole business is worth £9 million.

There was some feeling in the stock market that the company should have acted sooner in view of the further decline in the share price in recent days.

The group said it had asked for the suspension until it was ready to announce the restructuring of its coal mining interests in the United States, its results for the past year, and proposals for future financing.

The restructuring centres on the group's Pennsylvania coal business, PBS Coals, which it acquired for £6.25 million in 1983.

The payment was spread and so far Burnett and Hallamshire has paid only 23 per cent. Its announcement that discussions were taking place with the vendors indicates it is trying to renegotiate the outstanding amount.

Burnett and Hallamshire has been holding talks with its principal bankers over its level of debt, estimated at £100 million.

The group was badly hit by the miners' strike and has run into problems with property development in California. There is also the possibility of having to make hefty provisions against construction operations in Iraq.

## Earnings jump but employment growth slows

The growth in earnings is accelerating and the rise in employment is slowing, according to figures from the Department of Employment.

The underlying increase in earnings in manufacturing edged up to 9 per cent in May, from 8.75 per cent in April and 8.5 per cent in March. For the whole economy, average earnings were up by an underlying 7.5 per cent in May, unchanged from the previous month.

The actual rise in earnings in the economy in the 12 months to May, 8.8 per cent, was distorted by the fact that, a year ago, the coal strike was depressing earnings.

The employed labour force increased by 28,000 in the first quarter of this year, compared with 130,000 in the fourth quarter and 80,000 in the first quarter of last year. The latest increase, which entirely reflected the 31,000 assumed rise in self-employment, was the smallest for two years.

The most worrying aspect of the figures for ministers was the sharp increase in Britain's unit labour costs compared with those of competitors.

## Thornton dismisses 'final' Burton bid

By Patience Wheatcroft

Burton Group has lifted its offer for Debenhams by more than a fifth but the Debenhams board is still vigorously contesting the bid. The new terms put a cash value of £550 million on the company, a tiny premium on the current market price.

Burton Group's chairman, Mr Ralph Halpern, said this is his "final" offer, although he has reserved the right to increase it should another bidder enter the ring.

Yesterday, House of Fraser was believed to be buying more Debenhams shares to add to its reported holding of 10.4 per cent and while the Monopolies Commission would be unlikely to allow Fraser to mount a full bid, Fraser's chairman, Professor Roland Smith, is unlikely to accept the Burton bid.

Without securing some trading arrangement over Debenhams, Burton, taking the company's price tumbled back to close at 456p, down almost 20p on the day, despite the store group's forecast that profits for the year which it still maintains is a 10 per cent increase to £78 million.

The market feared that the focuses on House of Fraser,

new Burton shares which will be issued to fund the deal will have a long term depressive effect on the share price.

Two months ago, Mr Halpern said, he doubted that Debenhams was worth £450 million. Now that he had heard the company's profit forecast of £60 million and looked more closely at the potential for developing the group's stores, the higher price is justified.

But the Debenhams chairman, Mr Robert Thornton, dismissed the new offer and Debenhams' finance director, Mr David Hillyard, said: "It does not come within spitting distance." He said the bid would fail at this level, although he admitted he was "disappointed" that Guardian Royal Exchange and Electrica Group without securing some trading arrangement over Debenhams, Burton, taking the company's price tumbled back to close at 456p, down almost 20p on the day, despite the store group's forecast that profits for the year which it still maintains is a 10 per cent increase to £78 million.

Debenhams is not yet bringing forward the consortium bid it has talked of in the past and which it still maintains is a 10 per cent increase to £78 million. Instead, all attention now

## No-bid deal by Tootal and Entrad

By Alison Eadie

Tootal, the textile group which in April fought off a bid from the Australian textile company, Entrad, has invited two Entrad directors to join the board in return for a no-bid agreement.

Mr Abraham Goldberg, chairman and chief executive of Entrad, and Mr Zev Furst, a director and Mr Goldberg's son-in-law, have been appointed non-executive directors of Tootal.

They have agreed not to bid, nor procure a bid, nor raise their stake in Tootal while they are on the board and for 12 months afterwards, unless they secure the prior agreement of the Tootal board. Entrad has agreed not to rebid nor to increase or reduce its stake, currently at 29.9 per cent, for two years.

Mr Alan Wagstaff, chairman of Tootal, said that securing the no-bid agreement gave Tootal executives a stable environment in which to work, and they no longer needed to keep looking over their shoulder.

## IN BRIEF

### US setback for Philips

Philips, the Dutch electronics group, has given a warning that net income for the second quarter of 1985 will be "appreciably lower" than the £262 million (€58.2 million) reported a year ago. The company blamed the decline on the problems in the American semi-conductor market.

A spokesman would not quantify the extent of the fall in income. However, it could be substantial since the company also said that it may not now be possible to achieve the increase in net income for the full year previously expected.

Yesterday, Philips announced a joint venture with the Kyocera Corporation in Japan in the field of home interactive systems.

Tempus, page 21

### Bowater lower

Bowater Incorporated, the US newsprint and paper business, has reported a fall in net income to \$15.2 million (£10.8 million) from \$16.6 million for the second quarter.

Tempus, page 21

The London International Financial Futures Exchange traded a record volume yesterday in the wake of the dollars decline. Futures contracts totalled 23,880, while the dollar/pound options contract recorded 2,582 lots. The way was led by the Eurodollar futures contract, which marked up 7,000 contracts worth \$7 billion.

### Dixons up

Dixons, the electrical shops group which includes Currys, has raised pretax profits from £20.5 million to £39.6 million, on turnover £256 million higher at £606.7 million. The final dividend is 4.08p, making 6p for the year (5p).

Tempus, page 21

### Charter slump

Charter Consolidated, the mining and industrial holding company, suffered a sharp drop in pretax profits from £37 million to £16.5 million during the year to the end of March. But the final dividend was maintained at 7.25p.

Tempus, page 21

### Gas broker

Mr Peter Walker, Secretary of State for Energy, yesterday appointed Cazenove and Co to advise the Government and to act as lead stockbroker in the privatization of British Gas.

**"Our future plans combine continued expansion of existing subsidiaries with the addition of new activities"**

reports Ron Marles, Chairman

**Group sales up 27%**

**Pre-tax profit up 33%**

**Earnings per share up 33%**

**Dividends for year up 31%**

- RS is now fully operational in Weldon.
- Experience in MESA provides stimulus to expand geographically in the U.S.
- The West German market is being actively evaluated.
- Prospects for continued growth remain excellent.

### Comparative Results

	Year to 31.3.85	Year to 31.3.84
	£'000	£'000
Group sales	164,024	129,300
Profit before taxation	29,587	22,224
Taxation	13,087	9,890
Profit attributable	16,347	11,778
Earnings per share	16.04p	12.10p
Dividends per share	5.25p	4.00p

Copies of the Report and Accounts can be obtained from the Secretary, Electrocomponents plc, Harrier House, St. Albans Road East, Hatfield AL10 0HE.

**electrocomponents**

## Italians 'selling steel below cost'

Italian steel suppliers, who are prepared to take British contracts at a loss, provide the main foreign threat to domestic contractors, a National Economic Development Office survey says.

The results of the survey will be reported to tomorrow's meeting of the process plant economic development committee. Members will also be asked to consider complaining to the EEC.

The investigation was launched after complaints by British contractors that Italian steel was being supplied at prices which could be less than raw material costs. Details are revealed in today's Construction News.

Nedo concludes: "Italian fabricators won 52-59 per cent of the contracts where a foreign fabricator was successful. The Italians are taking particular contracts at a loss."

### MARKET SUMMARY

STOCK MARKETS	MAIN PRICE CHANGES	CURRENCIES
FT Ind Ord ..... 833.6 (+4.9)	RISES:	London:
FT All Share ..... 600.80 (+4.10)	Land & Over Flight ..... 1.75p +0.25p	2: \$1.123 (+0.0247)
FT Govt Securities ..... 83.18 (n/c)	Chloride Group ..... 37p +4p	2: DM 4.0073 (+0.0023)
FT-SE 100 ..... 1247.3 (+7.8)	Plessey ..... 146p +12p	2: SwFr 2.2964 (-0.0258)
Bargains 19,600	Raybeck ..... 32p +2.5p	2: FFf 12.1504 (+0.0003)
Datastream USM ..... 97.20 (-0.29)	Hapworth Ceramic ..... 135p +10p	2: Yen 334.09 (+0.0)
New York	Christie-Tyler ..... 45p +3p	2: Index: 83.8 (+0.7)
Dow Jones ..... 1355.39 (+7.50)	John Laling 'A' ..... 242p +14p	New York:
Tokyo	John Laling ..... 243p +14p	2: \$1.145
Nikkei Dow ..... 12,846.49 (+148.23)	Bio-Isolates ..... 35p +2p	2: DM 2.9337
Hong Kong	R H Morley Grp ..... 39p +2p	2: Index: 136.7 (-1.5)
Hang Seng ..... 1647.90 (+14.91)	Parkfield Grp ..... 98p +5p	ECU 0.530243
Amsterdam ..... 215.1 (n/c)	James Cropper ..... 140p +7p	SDR 0.737437
Sydney: AO ..... 912.8 (+10.3)	Reed Executive ..... 163p +8p	
Frankfurt	John Mowlem ..... 248p +12p	
Commerzbank ..... 1377.0 (-2.0)	Kwik-Fit Hldgs ..... 42p +2p	
Brussels:	Coin Industries ..... 43p +2p	
General ..... 284.97 (-1.49)		
Paris CAC ..... 219.8 (+0.7)		
Zurich		
SKA General ..... 378.60 (+3.70)		
<b>GOLD</b>	<b>FALLS:</b>	<b>INTEREST RATES</b>
London fixing:	Burnett & Hall ..... 20p -10p	London:
am \$321.17pm \$325.60	Aeronite Group ..... 88p -12p	Bank Base: 12%
close \$325.50-\$326.00(\$280.00-230.50)	Tootal Group ..... 78p -8p	3-month Interbank 11½-11¾%
New York: Comex \$325.75	Petrano ..... 120p -10p	3-month eligible bills
	Cluff Oil ..... 40p -3p	buying rate 11½-11¾%
	Micro Bus System ..... 75p -5p	Prime Rate 9.50%
	Bristol Oil & Mtn ..... 17p -1p	Federal Funds 7½%
		3-month Treasury Bills 6.97-6.98%
		Long bond 108½-109½







## TEMPUS

## Charter holds dividend in face of disasters

Charter Consolidated belongs to that select band whose share price jumps for joy when bad results are announced because the market is relieved the figures are not even worse.

The £16.5 million pretax profit was less than half 1984's, but the dividend was maintained at 7.25p and the debacles of Cape Industries and Johnson Matthey Bankers might have destroyed a weaker balance sheet.

As it was, however, Charter suffered a huge deficit of £53.9 million, against a surplus of £21.6 million, after extraordinary charges of £52.9 million. Atributable profits slumped from £26.4 million to £10.5 million, and were more than gobbled up by the dividend.

The fact is that even without Cape and Johnson Matthey disasters, profits would hardly have sparked. Anderson Strathclyde was badly caught by the miners' strike, although National Mine Services

struggled back to a meagre profit. So while mining equipment turnover rose from £163 million to £179 million, operating profits collapsed from £3.58 million to £798,000.

Mining was the most impressive, its collective contribution being £8.76 million against £2.11 million. This is ironic, given Charter's emphasis on its incarnations as an industrial holding company.

But it is important for the future, Charter has closed or sold significant parts of Cape, and disposed of Wheel Crank, Tara, and a good sized chunk of Minorco, to raise £22 million.

Management is now much centralized. Yet asset value per share has deteriorated from 450p to 330p, and the shares are trading at a discount of more than 10 per cent. Charter has yet to demonstrate whence fresh growth will come.

**Dixons** The nervousness preceding the annual figures for Dixons Group, the electrical retailer, was with hindsight a stock market aberration. When the figures were unveiled yesterday the share price recovered all of its 7p loss on Tuesday to end up back at 719p, nearly 200p above its low for the year, and less than 30p off the high point.

This retreating reflects the impact of the acquisition of the Currys chain earlier in the year, and there are ample signs in the latest results to suggest that both the merger and the shares have considerably further to go.

Pretax profits for the year to April 27 were up from £20.5 million to £39.6 million, within a whisker of the forecast by the City's favourite retail analysts at Scrimgeour Vickers & Co.

The pre-Currys operation increased profits by no less than 50 per cent to £22.2 million, and Currys made a first-time contribution of £8.6 million.

Dixons should be able to take full advantage of the public's undimmed appetite for non-computer electronic gadgetry, leading to profits of more

than £60 million this year. The disappointment was that the dividend rose by only 1p to 6p.

### Philips

Philips, the Dutch electrical group, has made no secret that a storm has been brewing in the US semi-conductor market. Yesterday, it gave full-scale gale warning with the announcement that second quarter profits, due next month, will be appreciably lower than a year ago.

The sombre tone suggests that the fall in net income could be dramatic. There is even doubt over the prospects for the full year. Much will depend on the progress of the US economy in the second half, but without a substantial improvement it is likely that Philips will report a decline in 1985 profits.

Given the problems which have beset the domestic electronics sector, it is not surprising that Philips has flirted. The company's first quarter results were certainly depressed by the US problems, but it will not be sufficient to counteract the American slump.

**Bowater** Since the old Bowater Corporation's demerger just over a year ago, most of the news from the two new companies on either side of the Atlantic has been encouraging. Bowater Incorporated, the US company, which has the newsprint and paper interests, bucked the trend yesterday when it reported a dip in second quarter profits.

Net income fell to \$15.2 million (£10.8 million) from \$16.5 million. The main problems came in the pulp business which slid from a \$7 million profit last year to a small loss in the quarter.

Although the overall performance was disappointing, the company refuses to be too downhearted. The performance from the newsprint division was more than satisfactory.

However, it is the coated paper business which offers the most obvious cause for celebration. Operating profits again increased, and the division earns Bowater remarkable margins of around 35 per cent. A New coated paper mill is scheduled to come on line in a year's time, and this could improve group earnings.

Some New York analysts calculate that this mill could be worth \$1 a share at the earnings level, representing an increase of approaching 50 per cent. Earnings forecast have been reduced to around \$2.55, but this may still be a little ambitious.

### Base Lending Rates

ABN Bank	12%
Admiral & Co.	12%
Bancap	12%
Bancap	12%
BCCI	12%
Citibank Savings	12%
Consolidated Credit	12%
Continental Trust	12%
Co-operative Bank	12%
C. Hoare & Co.	12%
London Bank	12%
Midland Bank	12%
Nat Westminster	12%
TSB	12%
Williams & Glyn's	12%
Citibank NA	12%

1 Mortgage Base Rate.

## Bank of Ireland

announces that with effect from close of business on 24th April 1985 its Base Rate for lending is reduced from 13½% to 12¾% per annum

Bank of Ireland

# Dawn raid theory gives Plessey a lift

By Pam Spooner

Market traders relied on outlandish rumours again to bring action to the working day. Plessey was the excuse yesterday, the share price jumping nearly 20p to the 150p level in early dealings.

Stories quickly spread of a dawn raid to scoop up 14.9 per cent of Plessey, with suggested predators including American Telephone & Telegraph, General Electric Company, Rockwell and ITT Corporation. But nothing came of the flurry and it looked as though dealers had got their wires crossed.

Late on Tuesday, apparently, buying in Plessey had begun and, with the lack of other

Market men heard that Allied-Lyons visited Wood Mackenzie for lunch yesterday but no new information emerged on the build-up of a 2.44 per cent stake in Allied by Elders IXL, the Australian group. All the listeners heard was that the City firm is happily sticking with its forecast of £225 million profits for this year, against £197 million, excluding property, last time.

action to concern them, market men blew the reports up into the dawn raid theory. By the end of yesterday the Plessey share price had settled at 146p, a 12p rise over the previous closing level.

Though the dawn raid did not materialize, the jobbers are unwilling to discount the

chances of a takeover attempt on the electronics group.

The action in Plessey typifies the London market at present. Traders are seeing only patches of business and tend to latch on to any speculative situation to keep themselves occupied.

For the market in general, exchange and interest rates still dominate the mood and, despite the lack of business, share prices edged higher. The FT 30 share index rose 4.9 points to 933.6 and the FT-SE 100 market gained 7.8 points to 1247.3.

Government stocks continue to benefit from the expectations of more lending rate cuts, and prices gained another £¼ yesterday. Gold bullion, which also benefits when interest rates in the industrial world fall brightened. The afternoon fixing in London set a price of \$325.60 an ounce. Gold shares followed the metal upwards.

Oil shares remain dull, with the commodity still suffering from depressed trade. But Burmah Oil came in for a what looked like another speculative flurry. Its shares touched 280p before settling at 276p, up 8p on the day. Burmah has long been the subject of bid rumours.

The increased offer from Burton Group for Debenhams made little impression on the share price of the latter. The move had been expected for the past two weeks, and besides, Debenhams quickly rejected the new deal, which is worth 327p a share in cash and shares. The

Debenhams price touched 332p before settling back at 325p.

Meanwhile, the Burton share price adjusted to take into account the change in terms, falling 17p to 458p. Market feeling appears to be that Burton will win control of the department stores group, though many observers fear the cost will be too great.

City observers will keep a close eye on how the underwrit-

saw its shares slip 6p lower to 388p.

Other prices in the stores sector were mixed, though results from Dixons Group helped the sector index advance. Dixons nearly doubled pretax profits and the shares rose another 5p to 717p.

Great Universal Stores edged pennies higher ahead of today's results, and Freemans, the mail order group, remains popular,

302p a share. The H. E. Dunhill Trust placed the chunk of stock "with a number of institutional investors".

Boots shares went 6p better to 192p, responding to the speculative tone of the market. As the Debenhams takeover moves towards a close, the market is looking for the next bid candidate and plenty of wild stories are doing the rounds. In connection with Boots there is a suggestion that Dees Corporation intends to step in and split the business with Beecham Group.

W. H. Smith, which has long been listed as a takeover target, appeared left out of the rumour-mongering, its shares unchanged at 224p.

Ratners, the jewellery retailers, continues to improve after excellent profit figures. The shares rose 4p to a new trading peak of 87p.

Norman Hay, the electroplating engineer, showed an unchanged share price of 83p as Camellia Investments declared the recent purchase of another 15,000 Hay shares. Camellia now owns 17.025 per cent of the company.

Ingall Industries, where a bid was agreed with House of Fraser in preference to an attempted takeover by the Greater Midlands Co-operative Society, stayed at 103p as four leading institutions announced their exit from the company.

Ingall, a funeral direction business, is going for £9.6 million, and the share sale by

institutions completes the House of Fraser deal, since their holdings represent more than 22 per cent of the 27 per cent outstanding since the offer went unconditional in May.

Glen International, an Edinburgh securities trader, has bought 5.91 per cent of Pyke Holdings, the wholesale and retail butcher. The Scots say it is just an investment, but the news put 6p on Pyke shares to 312p.

Thermal Scientific, the fast growing USM quoted maker of scientific instruments, announced two more acquisitions and a £6.46 million net rights issue.

It is buying Killion Extruders in America, a manufacturer of

Good news for Brengreen Holdings, the contract cleaning company, whose annual profits received a mixed reception from analysts this week. Southend Council has renewed Brengreen's contract for another five years, and that will be worth around £10 million gross. The share yesterday slipped 1p to 36½p.

small screw plastics extruders, and Torvac in Britain, a manufacturer of vacuum furnaces and electron beam welders, for a combined price of £5.25 million. On a pro-forma basis the enlarged group has an annual turnover of £20 million. The two-for-five rights issue is at 250p. The shares dropped 10p to 290p.

## Traded option highlights

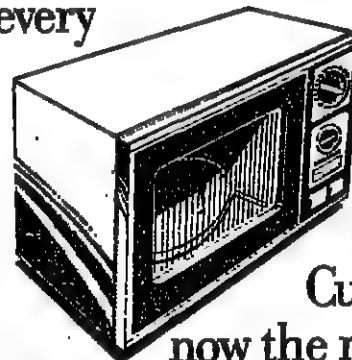
There was a record trading volume in the short-dated gilt contract on the traded options market yesterday. A total of 1,516 gilt contracts changed hands, virtually evenly split between call and put options.

British Telecom returned to

the active list with a spectacular 3,128 total of trades, helping to boost the days volume to 11,840 contracts for the market as a whole. No other options broke the 1,000 level but Lonrho came close with 870 calls traded - there were no Lonrho puts dealt in.

**O**ur success is a reflection of a long term philosophy of meeting the needs of the consumer. For instance, ten years ago many of the products on this page didn't exist. Today they are household items and we are continuing to bring you more sophisticated products. Our development reflects this philosophy. Ten years ago Dixons

has brought you almost every consumer durable that is part of your lifestyle - from televisions and personal computers to microwave ovens and washing machines. Retail engineering has enabled Dixons to grow



profitably at a rate that few companies dream of.

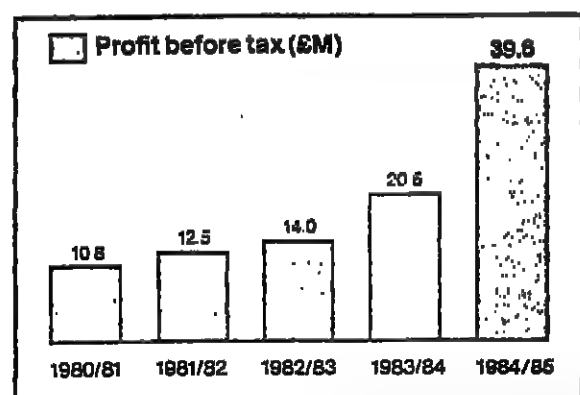
With our successful acquisition of Currys last year, we are now the market leader, retailing the widest range of consumer durables in this country. And we will continue to grow.

This year alone we will invest more than £35m in our business,

# Your lifestyle reflects our success.

had a turnover of £60 million. Today, we are one of the UK's largest companies, with a turnover of over £600m and employing more than 11,000 people in 840 stores nationwide.

Success of this kind doesn't happen by chance. Its basis is the systematic and scientific attention to detail which characterises our operational approach. We call it retail engineering. Whilst it has brought us success, it



Results in brief	1984/85 (£M)	Percentage Increase
Sales	606.7	+73%
Profit before tax	39.6	+93%
Profit after tax	27.2	+55%
Earnings per share	36.7p	+23%

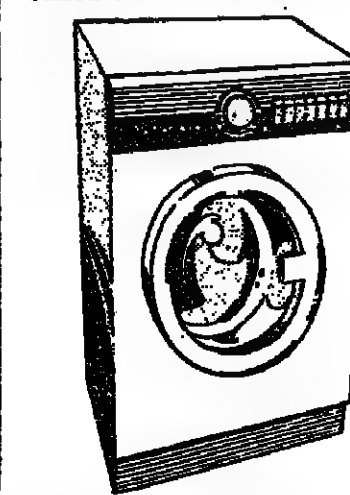
"Last year I said unequivocally that I have never been more optimistic about the future growth of Dixons and that remains my unambivalent view."

Stanley Kalms, Chairman

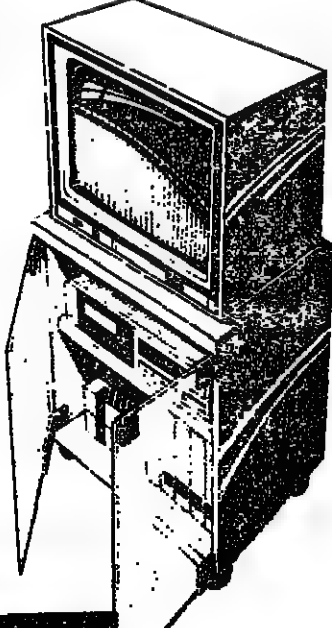
**Dixons**

Group plc

Dixon House, High Street, Edgware, Middlesex.



all with the same care and attention to detail that is vital to successful retailing. With a philosophy like ours, you can see why we're confident about the future.





• Dividend per share 6.5p — up 35%

Name \_\_\_\_\_

Address \_\_\_\_\_

executive.

declared for the year to March 31. With figures in £000, turnover was 4,676 (3,659), pretax profit 477 (378) tax 146 (60). Earnings per

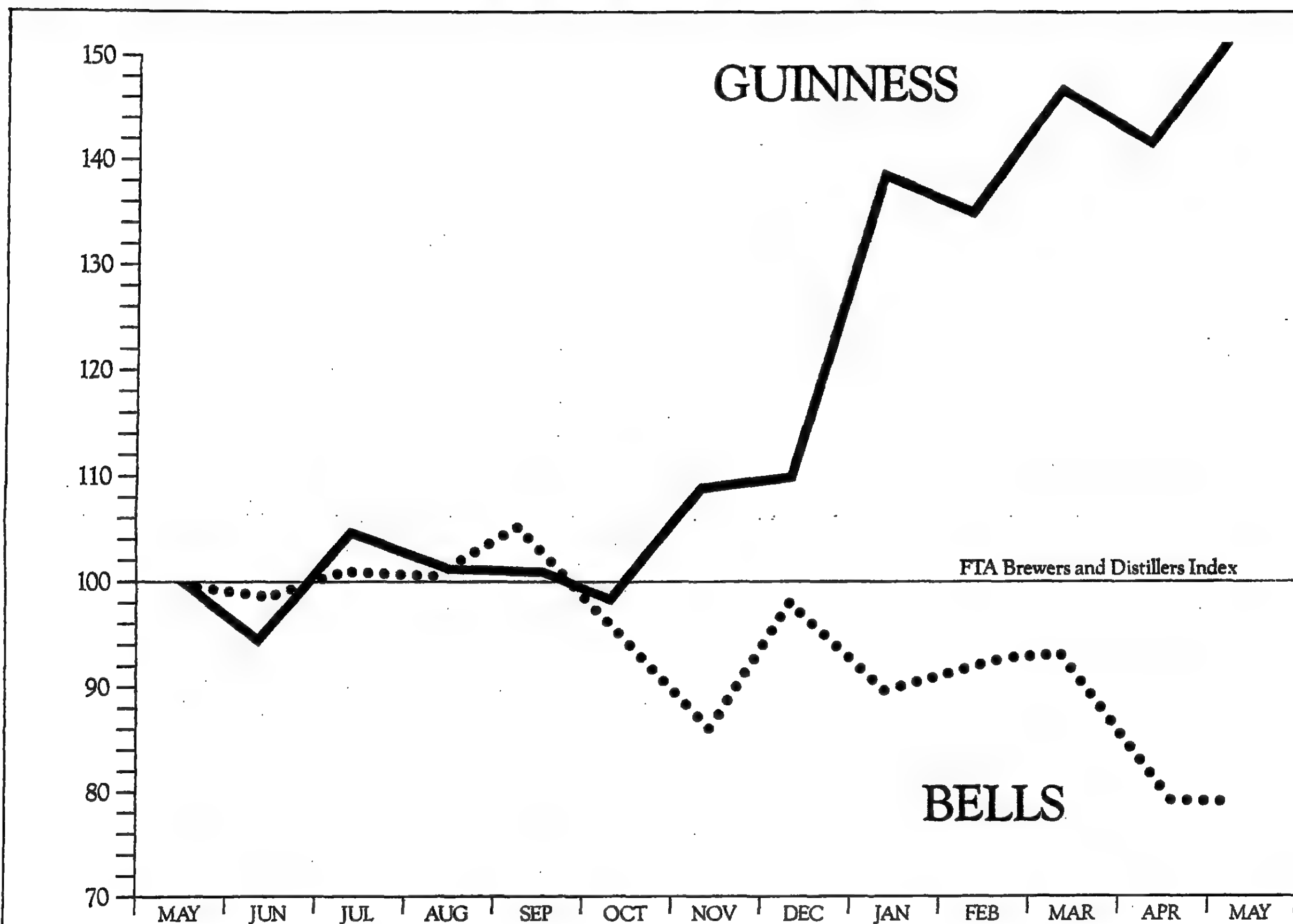
Issued by Lazard Brothers & Co., Limited on behalf of H.M. Government.

Bristol: C S Morris, BNC, Woking: C Diana  
 C Mountain, Wash, Sutton HS: T B  
 Guyen, CCC, Cheshunt S: Lisa G Nichols  
 BNC, Harlington Up S: R T Nuffall, OL  
 Pocklington S: S J P Ottino, St Cath, SE  
 Essex SFC: R O Owens, Kent: Q Edwards

هكذا من الأصل



# WHO HAS THE BETTER SENSE OF DIRECTION?



Share price performance.

Source: Datastream.

Relative performance of Guinness stock unit price and the Bells ordinary share price compared to the FT - Actuaries Brewers and Distillers Index on a monthly basis from 14th May 1984 to 14th May 1985.

Since 1980, Bells' share of the UK Scotch Whisky market has declined by 20%.

Overseas, Bells has also failed to achieve its promised inroads into the crucial US market.

In 1981 Guinness faced problems similar to those which now face Bells.

But the new management of

Guinness has revitalised its core brewing business, and also provided strategic direction for growth.

Bells' predicament and Guinness' revitalisation have both been recognised by the Stock Market, as the graph, for May 1984 to May 1985, so vividly demonstrates.

The graph and the growth pros-

pect of an enlarged Guinness group can only lead Bells' shareholders in one direction.

Towards accepting the offers made by Guinness.

## GUINNESS PLC

DRAUGHT AND BOTTLED GUINNESS. HARP. KALIBER. DRUMMONDS. MARTIN. THE NEWSAGENT. LAVELLS. TELEVEN STORES. CHAMPNEYS AND STOB. CASTLE HEALTH RESORTS. NATURE'S BEST VITAMINS. GUINNESS PUBLISHING.

## Bells has lost its way. Guinness is good for Bells.



## STOCK EXCHANGE PRICES

### Shares improve again

ACCOUNT DAYS: Dealings Begin, July 15. Dealings End, July 26. \$ Contango Day, July 29. Settlement Day, Aug 5.  
\$ Forward bargains are permitted on two previous days.

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151	Trinity Ind	5.7	..	17.4	7.1	8.2	
152	Oil Newspapers	283	..	28.7	7.3	11.1	
OIL							
82	Amstar	152	..	-1			
83	Arco Energy	26	..				
84	Atlantic Resources	26	..				
85	Bechtel	26	..				
86	British Oil	26	..				
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985	Deaton Constant	790	0.0	+10	1.1	1.0	35.0
986	Chapman	790	0.0	0.0	0.0	0.0	11.1
987	Chapman	790	0.0	0.0	0.0	0.0	11.1
988	Chapman	790	0.0	0.0	0.0	0.0	11.1
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990	Chapman	790	0.0	0.0	0.0	0.0	11.1
991	Chapman	790	0.0	0.0	0.0	0.0	11.1
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998	Chapman	790	0.0	0.0	0.0	0.0	11.1
999	Chapman	790	0.0	0.0	0.0	0.0	11.1
1000	Chapman	790	0.0	0.0	0.0	0.0	11.1
1001	Chapman	790	0.0	0.0	0.0	0.0	11.1
1002	Chapman	790	0.0	0.0	0.0	0.0	11.1
1003	Chapman	790	0.0	0.0	0.0	0.0	11.1
1004	Chapman	790	0.0	0.0	0.0	0.0	11.1
1005	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1007	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1009	Chapman	790	0.0	0.0	0.0	0.0	11.1
1010	Chapman	790	0.0	0.0	0.0	0.0	11.1
1011	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1018	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1080	Chapman	790	0.0	0.0	0.0	0.0	11.1
1081	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1086	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1099	Chapman	790	0.0	0.0	0.0	0.0	11.1
1100	Chapman	790	0.0	0.0	0.0	0.0	11.1
1101	Chapman	790	0.0	0.0	0.0	0.0	11.1
1102	Chapman	790	0.0	0.0	0.0	0.0	11.1
1103	Chapman	790	0.0	0.0	0.0	0.0	11.1
1104	Chapman	790	0.0	0.0	0.0	0.0	11.1
1105	Chapman	790	0.0	0.0	0.0	0.0	11.1
1106	Chapman	790	0.0	0.0	0.0	0.0	11.1
1107	Chapman	790	0.0	0.0	0.0	0.0	11.1
1108	Chapman	790	0.0	0.0	0.0	0.0	11.1
1109	Chapman	790	0.0	0.0	0.0	0.0	11.1
1110	Chapman	790	0.0	0.0	0.0	0.0	11.1
1111	Chapman	790	0.0	0.0	0.0	0.0	11.1
1112	Chapman	790	0.0	0.0	0.0	0.0	11.1
1113	Chapman	790	0.0	0.0	0.0	0.0	11.1
1114	Chapman	790	0.0	0.0	0.0	0.0	11.1
1115	Chapman	790	0.0	0.0	0.0	0.0	11.1
1116	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1118	Chapman	790	0.0	0.0	0.0	0.0	11.1
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1121	Chapman	790	0.0	0.0	0.0	0.0	11.1
1122	Chapman	790	0.0	0.0	0.0	0.0	11.1
1123	Chapman	790	0.0	0.0	0.0	0.0	11.1
1124	Chapman	790	0.0	0.0	0.0	0.0	11.1
1125	Chapman	790	0.0	0.0	0.0	0.0	11.1
1126	Chapman	790	0.0	0.0	0.0	0.0	11.1
1127	Chapman	790	0.0	0.0	0.0	0.0	11.1
1128	Chapman	790	0.0	0.0	0.0	0.0	11.1
1129	Chapman	790	0.0	0.0	0.0	0.0	11.1
1130	Chapman	790	0.0	0.0	0.0	0.0	11.1
1131	Chapman	790	0.0	0.0	0.0	0.0	11.1
1132	Chapman	790	0.0	0.0	0.0	0.0	11.1
1133	Chapman	790	0.0	0.0	0.0	0.0	11.1
1134	Chapman	790	0.0	0.0	0.0	0.0	11.1
1135	Chapman	790	0.0	0.0	0.0	0.0	11.1
1136	Chapman	790	0.0	0.0	0.0	0.0	11.1
1137	Chapman	790	0.0	0.0	0.0	0.0	11.1
1138	Chapman	790	0.0	0.0	0.0	0.0	11.1
1139	Chapman	790	0.0	0.0	0.0	0.0	11.1
1140	Chapman	790	0.0	0.0	0.0	0.0	11.1
1141	Chapman	790	0.0	0.0	0.0	0.0	11.1
1142	Chapman	790	0.0	0.0	0.0	0.0	11.1
1143	Chapman	790	0.0	0.0	0.0	0.0	11.1
1144	Chapman	790	0.0	0.0	0.0	0.0	11.1
1145	Chapman	790	0.0	0.0	0.0	0.0	11.1
1146	Chapman	790	0.0	0.0	0.0	0.0	11.1
1147	Chapman	790	0.0	0.0	0.0	0.0	11.1
1148	Chapman	790	0.0	0.0	0.0	0.0	11.1
1149	Chapman	790	0.0	0.0	0.0	0.0	11.1
1150	Chapman	790	0.0	0.0	0.0	0.0	11.1
1151	Chapman	790	0.0	0.0	0.0	0.0	11.1
1152	Chapman	790	0.0	0.0	0.0	0.0	11.1
1153	Chapman	790	0.0	0.0	0.0	0.0	11.1
1154	Chapman	790	0.0	0.0	0.0	0.0	11.1
1155	Chapman	790	0.0	0.0	0.0	0.0	11.1
1156	Chapman	790	0.0	0.0	0.0	0.0	11.1
1157	Chapman	790	0.0	0.0	0.0	0.0	11.1
1158	Chapman	790	0.0	0.0	0.0	0.0	11.1
1159	Chapman	790	0.0	0.0	0.0	0.0	11.1
1160	Chapman	790	0.0	0.0	0.0	0.0	11.1
1161	Chapman	790	0.0	0.0	0.0	0.0	11.1
1162							

Wace	64	0%	0.1	0.3	16.7
Wavelength (M)	220	0%	0.1	0.3	16.7
Wavelength	220	0%	0.1	0.3	16.7

PROPERTY						
11	Albania	12%	0%	0.2	1.3	28.1
12	Algeria	10%	0%	0.2	1.3	28.1
13	Angola	10%	0%	0.2	1.3	28.1
14	Argentina	10%	0%	0.2	1.3	28.1
15	Armenia	10%	0%	0.2	1.3	28.1
16	Australia	10%	0%	0.2	1.3	28.1
17	Austria	10%	0%	0.2	1.3	28.1
18	Azerbaijan	10%	0%	0.2	1.3	28.1
19	Bahrain	10%	0%	0.2	1.3	28.1
20	Bangladesh	10%	0%	0.2	1.3	28.1
21	Barbados	10%	0%	0.2	1.3	28.1
22	Belarus	10%	0%	0.2	1.3	28.1
23	Belgium	10%	0%	0.2	1.3	28.1
24	Belize	10%	0%	0.2	1.3	28.1
25	Benin	10%	0%	0.2	1.3	28.1
26	Bhutan	10%	0%	0.2	1.3	28.1
27	Bolivia	10%	0%	0.2	1.3	28.1
28	Bosnia and Herzegovina	10%	0%	0.2	1.3	28.1
29	Brazil	10%	0%	0.2	1.3	28.1
30	Bulgaria	10%	0%	0.2	1.3	28.1
31	Burkina Faso	10%	0%	0.2	1.3	28.1
32	Burundi	10%	0%	0.2	1.3	28.1
33	Cambodia	10%	0%	0.2	1.3	28.1
34	Cameroon	10%	0%	0.2	1.3	28.1
35	Canada	10%	0%	0.2	1.3	28.1
36	Cape Verde	10%	0%	0.2	1.3	28.1
37	Cayman Islands	10%	0%	0.2	1.3	28.1
38	Central African Republic	10%	0%	0.2	1.3	28.1
39	Chad	10%	0%	0.2	1.3	28.1
40	Chile	10%	0%	0.2	1.3	28.1
41	China	10%	0%	0.2	1.3	28.1
42	Colombia	10%	0%	0.2	1.3	28.1
43	Comoros	10%	0%	0.2	1.3	28.1
44	Congo	10%	0%	0.2	1.3	28.1
45	Congo (Kinshasa)	10%	0%	0.2	1.3	28.1
46	Costa Rica	10%	0%	0.2	1.3	28.1
47	Cote d'Ivoire	10%	0%	0.2	1.3	28.1
48	Croatia	10%	0%	0.2	1.3	28.1
49	Cuba	10%	0%	0.2	1.3	28.1
50	Cyprus	10%	0%	0.2	1.3	28.1
51	Czech Republic	10%	0%	0.2	1.3	28.1
52	Dominican Republic	10%	0%	0.2	1.3	28.1
53	Dominica	10%	0%	0.2	1.3	28.1
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64	Dominican Republic	10%	0%	0.2	1.3	28.1
65	Dominican Republic	10%	0%	0.2	1.3	28.1

96	Wings Of Love	78			8.0	8.7	14.5
97	Wings Of Love	78	-1		8.0	8.7	14.5
98	Wings Of Love	122			8.0	8.7	14.5
99	Wings Of Love	122			8.0	8.7	14.5
100	Wings Of Love	122			8.0	8.7	14.5
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142	Wings Of Love	122			8.0	8.7	14.5
143	Wings Of Love	122			8.0	8.7	14.5
144	Wings Of Love	122			8.0	8.7	14.5
145	Wings Of Love	122			8.0	8.7	14.5
146	Wings Of Love	122			8.0	8.7	14.5
147	Wings Of Love	122			8.0	8.7	14.5
148	Wings Of Love	122			8.0	8.7	14.5
149	Wings Of Love	122			8.0	8.7	14.5
150	Wings Of Love	122			8.0	8.7	14.5
151	Wings Of Love	122			8.0	8.7	14.5

[illegible][illegible][illegible]

	1992	1993	1994	1995	1996
Impaired	300	40	14.7	7.9	8.4
Revisions	149	-	12.7	4.8	5.4
Revisions	194	-2	8.3	2.4	5.1

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British Petroleum	24.5
Esso	24.5
Shell	24.5
Texaco	24.5
Overseas Traders	24.5
Property	24.5
Shoes and Leather	24.5
Textiles	24.5
Tobacco	24.5

## COMMERCIAL PROPERTY

## Services soar to 37% of office costs

Most companies considering a move will examine the comparative rents and rates in various places and buildings. However, not all look at an increasingly significant third cost factor - which service charges.

A survey of the costs of office occupation, by Henley Management College on behalf of Space Planning Services, shows that servicing accounted for 37.8 per cent of average total occupation expenses in 1984, a cost per sq ft of £5.39.

"Such is their importance that the different service costs between buildings might negate differences in rents and rates", the report says.

By location, service costs follow the pattern of rents with the City of London the most expensive at £6.41 per sq ft, followed by the West End at £6.25, the Home Counties at £5.25, and the rest of England at £5.08.

With average rent and rate figures added a 25,000 sq ft building would thus cost £915,000 a year to run in the City, £669,500 in the West End and £372,250 outside London. Translated into a cost per head figure, this means an

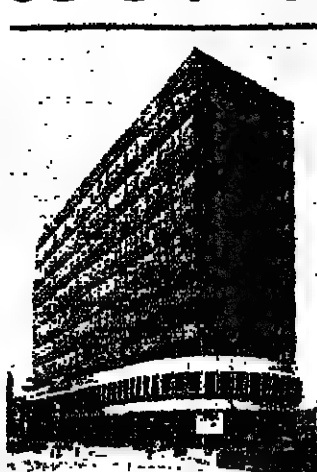
annual bill of £8,086 to house a member of staff in the City compared with £7,060 in the West End with £2,827 in the Home Counties.

Not surprisingly the City has the highest density of staff, one person per 183 sq ft, of floor space - 39 per cent more than the West End. However, occupation costs in the City are only 14.5 per cent ahead of those in the West End.

Also included in the Henley study is a breakdown of what contributes towards service costs and which element cuts up most of the cash.

Building management proved the greediest with 23.9 per cent of average charges amounting to £1.29 per sq ft. This category was closely followed by energy at £1.21 per sq ft and general repairs at £1.17. Cleaning and security amounted to 80p and 57p respectively with insurance accounting for 26p and lift maintenance the remaining 9p.

In terms of age, the survey shows that buildings built within the last 10 years are the most energy-efficient. More surprising though was the finding that properties built 11 to 20 years ago are particularly



## Top level home for Telecom

British Telecom is taking the top five floors in Trafalgar House Developments' Sheffield scheme, City Plaza. The rent for the 29,000 square feet of offices is close to £4.80 a square foot. Eadon Lockwood & Riddle and Healey & Baker, acting for Trafalgar, have now let more than 55 per cent of the building and believe that demand in Sheffield is picking up to such an extent that the city could soon have a shortage of modern office space.

inefficient, costing more for energy than either 21 to 40-year-old buildings or even those built before the war.

Buildings converted to offices were the least costly design to run, but the survey also revealed that purpose-designed office buildings were only slightly cheaper to run than those built speculatively, with respective average costs of £3.46p and £3.49p per sq ft.

The survey's conclusion is thus a warning to tenants and potential tenants that the ratio of service costs to total occupation expenses is "so significant that no company should allow itself the luxury of treating service costs as merely

moving, although in the selection of a new building it is apparently more important. The firm also found that costs, both rents and rates, were more significant to firms moving out of central London and especially from the City.

Agents certainly seem to be under more pressure to quantify the costs associated with their buildings in marketing particulars, obviously with an emphasis on low outgoings.

Developers too are under pressure to produce buildings that are cheaper to run in order to attract tenants. Changing standards generally have meant an increasing number of buildings becoming prematurely obsolete, and the only solution for many 1960s and 1970s buildings is to demolish them and start again.

Drom & Wright, the estate agent, predicts that at the top end of the market City rents will reach £42.50 per sq ft by the end of the year; at present it is one of the most active markets for some time.

In an annual investment review by Richard Ellis, there is a cautious prediction of improved rental growth, but dependent on the underlying level of economic growth. Supply is generally diminishing in relation to demand which, it says, could improve the present 4.37 per cent average rate of growth.

## US broker in record deal

● A US broking firm is to lease more than 1 million square feet in New York's World Trade Centre. It is the centre's largest-ever letting and is estimated to be worth between \$700 million (£504 million) and \$800 million (£576 million) over the 20 years of the lease. The broker is Dean Witter Financial Services and it is taking 24 floors in the complex. It was advised by Coldwell Banker Real Estate Group.

New York, London stockbroker, Cazenove & Co. is to move into the 17,000 square feet building at 10 Telegraph Street, Moorgate, recently completed by Phoenix Assurance. Behind its stone facade, the building is entirely

new and air-conditioned. Hillier Parker and Tamsell acted for Phoenix, letting the building before it was completed. Cazenove was advised by Jones Lang Wootton.

● Plans to build about 1,700 homes in the Luton area have been lodged with the local authority. The application comes from the trustees of the owners of the land who argue that the existing structure in the south-east would have them

falling over each other to build there. A group of leading housebuilders, under the name Consortium Developments, is trying to put together sites for private enterprise new towns in the south-east. However, Luton Borough Council has indicated that it is not in favour of the proposal.

● United Blackites has sold 27 acres of its site at Syon Lane, Middlesbrough - and half of it will be used to provide Harrods with a new depository to replace the one at Barnes which has long been a landmark of the town. Race course, Eagle Star and London & Metropolitan Estates will be developing the rest of the site for use by high-technology companies.

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## GUINNESS

What's under  
the froth?

The recent, extensive "hyping" of Guinness' activities may have created a bubbly image for the company. But shareholders in Guinness and BELL'S should wisely seek the answers to some important questions about what lies beneath the froth.

## QUESTION

If Guinness' management is so good, why does it appear to depend so extensively on American consultants Bain & Co. and at what cost?

## QUESTION

With its monopoly position in the UK stout market under attack and its degree of dependence upon certain overseas markets, how does Guinness expect to protect, let alone increase profits?

## QUESTION

If Guinness is so good at marketing, why has £15 million advertising expenditure not prevented a fall in its share of the British beer market by volume during 1982-84?

## QUESTION

If Guinness has the expertise to exploit BELL'S export potential, why has it only reached 0.07 per cent of the US beer market in some 20 years?

## QUESTION

The "turn-around" at Guinness has been at the expense of rationalisation costing £65.5 million in the last three financial years alone. How much of Guinness' growth in profits stems from loss elimination which cannot be repeated?

The answers to these questions may well suggest that there is not much under the froth.

Not much?

## ATHLETICS

The competitive instinct  
is Cram's driving force

From Pat Butcher, Nice

He beat great athletes, and he broke the world record." Giving precedence to the victory rather than the record reflects Cram's view: "Running a world record doesn't compare with winning the championship. I was nowhere near as delighted as in Helsinki (his world title in 1983). Someone is going to break the record, but the championship victory is still there."

The uneven pace (the first lap was 54.36, although Cram was probably a second slower, followed by a 59.32, then back to 55.98) led Cram to say: "I honestly think I can run a little faster, under three minutes 29 seconds. But I think the mile is the softer record now. It should probably be three minutes 45 seconds."

Cram's four-year-old world record is 3:47.33, and Cram admitted that Oveti and Coe raced each other following Moscow, they could probably have got the record down to his estimate.

Cram hinted at the possibility of running a different distance tomorrow, although he said his leg felt fine. And Aouita, who had tried to temper his desolation in having beaten Oveti's record with 3:29.71 but having lost, by contacting British officials with a view to getting in tomorrow night's 1,500 metres, said he had had no reply.

Cruz, who runs his Olympic title distance of 800 metres tomorrow evening, admitted he was quite simply out of his depth in Nice. He is not running well by last year's standards, but his comprehensive defeat, seventh in 3:37.10, lends a new perspective to those who thought he would have troubled Coe and Cram in the Olympic 1,500 metres last year, had he not fallen ill after his 800 metres victory.

Cruz said yesterday: "The problem was I had never been in the 1,500 metres with more than one good opponent, nor one where the early pace was so fast." But Cram and Aouita admitted, with the benefit of hindsight, they had considered each other rather than Cruz as the danger.

In the end, it was Cram's commitment to victory which won him both the race and the world record. After Cruz's initial rush to follow the pacemakers, Cram established himself in the van of the leaders, and therefore the best position to attack as early as the first 200 metres.

Aouita, for reasons which he was at a loss to explain, languished right back for a lap, and was still badly placed behind Jose-Luis Gonzalez, eventually third in 3:30.97, when Cram launched his attack.

## NICE RESULTS

Men  
100m: 1. G. Smith (USA), 20.45sec; 2. G. Simionescu (R), 20.57; 3. D. Williams (CAN), 20.67; 4. M. F. (S), 21.10; 5. J. V. (S), 21.10; 6. J. Jones (USA), 21.10; 7. J. L. (S), 21.10; 8. J. L. (S), 21.10; 9. J. L. (S), 21.10; 10. J. L. (S), 21.10; 11. J. L. (S), 21.10; 12. J. L. (S), 21.10; 13. J. L. (S), 21.10; 14. J. L. (S), 21.10; 15. J. L. (S), 21.10; 16. J. L. (S), 21.10; 17. J. L. (S), 21.10; 18. J. L. (S), 21.10; 19. J. L. (S), 21.10; 20. J. L. (S), 21.10; 21. J. L. (S), 21.10; 22. J. L. (S), 21.10; 23. J. L. (S), 21.10; 24. J. L. (S), 21.10; 25. J. L. (S), 21.10; 26. J. L. (S), 21.10; 27. J. L. (S), 21.10; 28. J. L. (S), 21.10; 29. J. L. (S), 21.10; 30. J. L. (S), 21.10; 31. J. L. (S), 21.10; 32. J. L. (S), 21.10; 33. J. L. (S), 21.10; 34. J. L. (S), 21.10; 35. J. L. (S), 21.10; 36. J. L. (S), 21.10; 37. J. L. (S), 21.10; 38. J. L. (S), 21.10; 39. J. L. (S), 21.10; 40. J. L. (S), 21.10; 41. J. L. (S), 21.10; 42. J. L. (S), 21.10; 43. J. L. (S), 21.10; 44. J. L. (S), 21.10; 45. 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## MAX 200G







# Roche conquers a peak with the style of a future Tour winner

From John Wilcockson, Pau

Through a canyon of 700, high above the clouds on the Col d'Aubisque yesterday just before noon, Bernard Hinault made virtually certain of winning his fifth Tour de France. Ninety seconds earlier, cheered by a shirt-sleeved crowd that had journeyed up the mountain in the early hours, Stephen Roche proved that he has the ingredients to be a future Tour winner.

With a solo attack 10 miles from the finish, Roche won the first half of a double mountain stage for the best victory in his career. The 25-year-old French-based Dubliner shook off all the other race leaders and went straight by the Colombian climber, Luis Herrera, who had attacked lower down the mountain. Greg LeMond, who was in danger of losing his second place overall to Roche said: "I hesitated when Roche sprang past. Stephen went away so fast that I was taken by surprise. Also, Hinault, feeling too good today and I didn't want to make it harder for him."

Members of the same team, LeMond and Hinault had been at the centre of heated debate overnight, with LeMond accusing his team director, Paul Koechli, of not wanting him to win the Tour. The 24-year-old American rider had held back in a break with Roche on Tuesday when he thought he had a chance of winning the stage, if not the Tour. Koechli thought differently.

"I was upset with everything after the stage," LeMond said yesterday, "but I've never had a problem with Hinault. The problem was that I never got indications of how far behind were the chasing group. I did not know Hinault had been dropped by the chasing group."

On the Aubisque yesterday Hinault had recovered sufficiently to stay in touch with the main group of leaders until two miles from the top and then he conceded only 27 seconds to Sean Kelly, who snatched a superb second place for an Irish double.

"That was my best ever ride in the mountains," Kelly said. "Perhaps I should have gone with Stephen when he attacked. But I was worried that I might blow up. After the excitement of the morning stage, the second half, a 32-mile race back across the Aubisque to Pau, was an anti-climax. Alvaro Pino, who I chased, escaped on the climb but the leaders did not bother to chase him."

**EIGHTHENTH STAGE:** First section (Larzac-Ardennes, 62.5km) 1. B. Roche (8h 10m 15s), 2. S. Kelly (8h 11m 05s), 3. P. Koechli (8h 11m 15s), 4. G. LeMond (8h 11m 25s), 5. P. Koechli (8h 11m 35s), 6. P. Koechli (8h 11m 45s), 7. P. Koechli (8h 11m 55s), 8. P. Koechli (8h 12m 05s), 9. P. Koechli (8h 12m 15s), 10. P. Koechli (8h 12m 25s), 11. P. Koechli (8h 12m 35s), 12. P. Koechli (8h 12m 45s), 13. P. Koechli (8h 12m 55s), 14. P. Koechli (8h 13m 05s), 15. P. Koechli (8h 13m 15s), 16. P. Koechli (8h 13m 25s), 17. P. Koechli (8h 13m 35s), 18. P. Koechli (8h 13m 45s), 19. P. Koechli (8h 13m 55s), 20. P. Koechli (8h 14m 05s), 21. P. Koechli (8h 14m 15s), 22. P. Koechli (8h 14m 25s), 23. P. Koechli (8h 14m 35s), 24. P. Koechli (8h 14m 45s), 25. P. Koechli (8h 14m 55s), 26. P. Koechli (8h 15m 05s), 27. P. Koechli (8h 15m 15s), 28. P. Koechli (8h 15m 25s), 29. P. Koechli (8h 15m 35s), 30. P. Koechli (8h 15m 45s), 31. P. Koechli (8h 15m 55s), 32. P. Koechli (8h 16m 05s), 33. P. 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## Law Report July 18 1985

## Stale arrears usually not enforced

Russell v Russell

Before Sir John Donaldson, Master of the Rolls, Lord Justice Neill and Lord Justice Nourse

[Judgment delivered July 10]

The remission of arrears of maintenance was considered by a rule of practice rather than one of law. The rule was usually to remit or decline to enforce arrears which accrued more than 12 months before the complaint before the court.

The Court of Appeal dismissed an appeal by Mr Michael Russell from the judgment of Mr Justice Nourse on March 28, 1985 who dismissed appeals from orders of the Chesterfield Justices that he should pay arrears of maintenance of £480 and that he should be committed to prison for 30 days for having failed to pay that sum suspended on payment in full within one month. The orders were made on the application of his former wife, Mrs Margaret Rose Russell.

Mr Graham Robinson for Mr Russell; Mr Mark Gray for Mrs Russell.

THE MASTER OF THE ROLLS said that on August 1, 1983, the Chesterfield County Court ordered Mr Russell to pay Mrs Russell £10 per week for the maintenance of their child. The order was made by consent to take effect, by amendment, from June 1, 1982.

By January 17, 1984, Mr Russell had paid under half of what was due. Mrs Russell then registered the order in the Chesterfield Magistrates' Court. Thereafter any payments should have been made to, and recorded by, that court.

In July 1984, Mrs Russell complained to the magistrates' court that payments were in arrears. The justices based their decision on September 6, 1984, upon arrears of £1,056 which it was now accepted should have been £880. They remitted £532, representing 22 weeks, when they found Mr Russell had been unemployed for six weeks a week, and made other remissions.

In the result Mr Russell was left with a liability to pay £480. The justices ordered him to pay that sum within 28 days. On October 4, 1984, a differently constituted bench committed Mr Russell to prison for 30 days, but suspended the order for a month to give him an opportunity to comply.

Mr Russell had appealed to the High Court by case stated. The case referred to the comfortable lifestyle of Mr Russell who was able to run two cars, keep three horses and other livestock. Although part of the arrears had accrued over 12 months ago the justices held that it would be unjust if they were not enforced in full and distinguished *Ross v Pearson* (1976) 1 WLR 234.

On an appeal by case stated from a decision of the justices the judge had jurisdiction to exercise his own discretion on the basis of the facts found by the justices and, having done so, to affirm the justices' order: see section 6 of the Summary Jurisdiction Act 1957 as amended by section 54 of and schedule 7 to the Magistrates' Courts Act 1980.

The philosophy of the courts in relation to maintenance seemed to be more based upon the concept of a husband extracting money from his pay packet each pay day and handing, or failing to hand it to his wife than upon concepts of accountancy or banking.

Thus the rule in *Clayton's case* (1816) 1 Mer 577 that, in the absence of appropriation, earlier drawings out were attributed to earlier payments was never applied and payments were normally applied first to meeting current liabilities and only when those liabilities had been extinguished to the elimination of arrears.

In the present case there were difficulties in finding precisely how much was owing at any particular time and when each part of those arrears became due.

It was submitted that the only practicable approach was to calculate the liability for maintenance from a date 12 months before the date of complaint until the hearing date - and then to deduct the

payments made during the same period. For his part, his Lordship would accept that approach in principle although the county court order upon which the whole liability was based was itself made within the period of 12 months preceding the complaint.

The remission of arrears of maintenance was governed by a rule of practice, rather than of law, and that rule was usually to remit or decline to enforce arrears which accrued more than 12 months before the complaint before the court: see *Ross v Pearson* and the cases there cited. The rule found no support in the Matrimonial Proceedings (Magistrates Courts) Act 1960.

The mere fact that the person liable to pay the maintenance was an irregular or reluctant payer was not an unusual circumstance justifying departure from the rule: see *R v Camberwell Green Justices, Ex Parte Parsons and Dickens* (The Times, November 23).

The justices were aware that arrears which ante-dated the complaint by more than 12 months ("stale arrears") required special consideration. They appeared to have misdirected themselves in considering that they had a discretion to remit such arrears, rather than a discretion to enforce them. The judge nevertheless considered that the justices had done justice.

The facts were reasonably clear. The "stale arrears" amounted to £496; the "fresh arrears" to £384. Mr Russell could easily have paid £480, as found by two differently constituted benches of justices. On the facts there was no justification for remitting any part of the "fresh arrears".

The rule of practice in relation to the enforcement of "stale arrears" dated back to the days of the ecclesiastical courts: see *Kerr v Kerr* (1897) 2 QB 439-443. Then having accounts and savings were much easier than they were today and maintenance orders were literally a hand (or pocket) to mouth matter.

The philosophy underlying the rule must have been that the complainant waited a year to seek the enforcement of the order, she did not need the money, or at least managed well enough without it, and the husband might reasonably regard the liability as something which he could forget about. That was not to say that the rule had changed in modern times when a wife might reasonably rely on her savings for a period and expect to be reimbursed by a single large payment. However, it did point to the fact that the courts should take account of the extent to which the complainant had sought to enforce her rights.

The first legally enforceable agreement to pay maintenance arose on August 1, 1983 when the consent order was made in the county court, substituted to July 1, 1982. The order thus gave rise to an immediate obligation to pay some £400 of "arrears" which did not become stale in any but the most technical sense until after August 1, 1984, which was after the date of the complaint.

That was the feature on which the justices justifiably relied in distinguishing *Ross v Pearson*. Moreover, the husband had sought the county court order with the magistrates' court, which was itself a form of enforcement. It was apparent that the situation was highly unusual.

The justices' decisions were unimpeachable. The appeal should be dismissed.

LORD JUSTICE NEILL, agreeing, said that the fact that a consent order had been made in the county court, within 12 months of the complaint was a justifiable reason for distinguishing the case from the usual case where "stale arrears" were being considered.

LORD JUSTICE NOURSE, also agreeing, said that on the facts the case was entitled to distinguish *Ross v Pearson*.

Solicitors: Pickering Kenyon & Co, for Blakesley & Routh, Chesterfield; Sharpe Pritchard & Co for Mathers, Chesterfield.

## Judicial review apt for challenge to reasoning

Greater London Council v Secretary of State for the Environment

Before Mr Justice Woolf

[Judgment delivered July 10]

The statutory appeal procedure laid down in the Town and Country Planning Act 1971 could not be used to challenge a decision of the Secretary of State for the Environment to refuse planning permission on the ground that there had been a defect of reasoning in reaching the decision. If the matters complained of did not fall within section 242 of the Act there was nothing to prevent an application for judicial review.

Mr Justice Woolf said he held in Queen's Bench Division dismissing an appeal by the Greater London Council against the decision of the Secretary of State to refuse planning permission under section 245 of the Act.

Mr William Hicks for the G.L.C. Mr Christopher Symons for the Secretary of State.

MR JUSTICE WOOLF said that the application was struck out because the Master accepted the Secretary of State's submission that G.L.C. was not a person aggrieved for the purpose of section 245 of the 1971 Act.

The explanation for the G.L.C. wishing to pursue their application was to be found in the reasoning contained in the decision of the Secretary of State. Although he refused planning permission the inspector clearly indicated that planning permission should be granted if the Secretary of State entered into a statutory agreement under section 245 of the Act between the local planning authority and the applicant for planning permission, containing the sort of conditions that had already been agreed between them.

It was submitted that although the decision was technically favourable to the G.L.C. in fact the decision constituted an approval in principle of the proposed development which if allowed to stand would prejudice the G.L.C. which opposed the development. Mr Hicks argued that the G.L.C. should be able to challenge the decision by the statutory appeal procedure laid down in the Act.

It was argued that the "decision" to which the appeal provisions referred included not only the result

of the appeal but the reasoning leading to that result.

Mr Symons submitted that it was only a person who "is aggrieved by any action on the part of the Secretary of State who could apply and the action" was the decision of the Secretary of State to refuse planning permission, not his reasons for coming to that decision.

That approach was consistent with the approach of the Court of Appeal in *Lake v Lake* (1955) P 336 where the Court of Appeal took precisely the same view of their powers in respect of "any judgment or order of the High Court".

Although there was no previous authority on the point his Lordship was satisfied that Mr Symons' approach was the correct one and the G.L.C. was not a person aggrieved by the decision of the Secretary of State. Were it to be accepted that there was a right of application to quash a decision merely because the reasoning for the decision was objectionable there could be a vast increase in applications trying to put right alleged defects in reasoning which could be solely of academic interest and which could unnecessarily delay planning procedure.

Too much significance should not be attached to a decision of an inspector on a particular appeal. Such a decision should be treated as being a decision on the evidence submitted by the parties before the inspector and not as laying down any general principle or policy.

However, in this particular case there were special considerations which made it desirable that the approach of this inspector in relation to the reasoning of his decision on the appeal in question should be tested. If his reasoning was wrong, it would be cumbersome for the whole of the procedure of refusing planning permission and an appeal to be gone through before the matter could be decided.

It was for that reason that his Lordship encouraged an application for leave to apply for judicial review. If the matters of which the G.L.C. wished to complain were not ones which fell within section 242, then that section did not prevent an application for judicial review.

Solicitors: Mr R. A. Lanham; Treasury Solicitor.

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## Today's television and radio programmes

Summaries by Peter Dear and Peter Davelle

## BBC 1

- 5.00 **Celebrity AM**.  
5.50 **Breakfast Time** with Frank Bough and Irving London and Anne Diamond and Nick Owen in Los Angeles. News with Gordon Honeycombe at 5.18, 5.30, 5.45, 7.00, 7.30, 8.00, 8.30, 9.00 and 9.22; sport at 7.00, 7.57 and 8.00; sport at 7.30, 7.45 and 8.20; **Melvin Hayes** reviews the morning newspapers at 8.37. Plus, Zoe Brown's teenage report; a recipe from Lynn Christian; and Mike Smith's phone-in medical surgery. The guest is Gerald Harpin.
- 9.20 **Celebrity**. 10.30 **Play School**.  
10.50 **Go! The Open**. Harry Carpenter introduces coverage of the 114th championship, this year being played at Royal St George's, Sandwich.
- 1.00 **News After News** with Richard Whitmore and Mark Stuart. The weather details come from Ian McCaskie. 1.27 **Regional News** (London and SE only). Financial report followed by news headlines with subtitles. 1.30 **Check-a-Block**. (r).
- 1.45 **Go! The Open**. Harry Carpenter introduces further coverage of the first round at Royal St George's, Sandwich. 4.18 **Regional News** (not London).
- 4.20 **Gran**. Patricia Hayes narrates a story about Gran's attempts to make life easier (r). 4.25 **Go! The Open**. 4.35 **Lasalle**. The indestructible pet comes to the rescue when a family threatens the lives of a family of rare wolves.
- 5.00 **John Craven's Newsworld**. 5.10 **Are We Champions**. Ron Pickering introduces the fourth heat in the inter-school field and pool contest from Wilmston Leisure Centre. The schools taking part are: Wilmston, 4.35 **Lasalle**. The indestructible pet comes to the rescue when a family threatens the lives of a family of rare wolves.
- 5.30 **Dr Kildare**. The fourth and final part of the medical drama (r). News with Sue Lawley and Nicholas Witchell. Weather.
- 6.00 **London Plus**.  
7.00 **Eastenders**. Is Annie upstaging Sue? Mary is inclined to think so. Ethel's knitting ends while Lou receives a warning that she cannot ignore (Ceele).
- 7.30 **Tomorrow's World** from Highgrove House, the home of Prince Charles who inspects the eight entries for the annual Prince of Wales Award for Industrial Innovation and Production. There is a recap of the events and a closer look at the winner's and runner-up's. In addition, next year's six finalists receive inscribed certificates before they return in twelve months time to be judged.
- 8.10 **Top of the Pops** presented by Mike Smith and Peter Powell.
- 8.50 **Points of View**.  
9.00 **News with Julia Somerville**.  
9.25 **News**. Three young punks cause havoc in Miami and Tubbs and Crockett are assigned to deal with the oafs. But Crockett seems to be preoccupied with the new love of his life, Brenda.
- 10.15 **Film: The Killers** (1984) starring Lee Remick, Angie Dickinson, John Cassavetes and, in his last screen role, Ronald Reagan. The story of two hit-men who are mystified by one of their victim's apparent indifference to being killed. Their curiosity leads to an underworld plot of crime and double-cross. Directed by Donald Siegel.
- 11.45 **Weather**.

## TV-am

- 5.15 **Good Morning Britain** presented by Henry Kelly and Bouch and Irving London and Anne Diamond and Nick Owen in Los Angeles. News with Gordon Honeycombe at 5.18, 5.30, 5.45, 7.00, 7.30, 8.00, 8.30, 9.00 and 9.22; sport at 7.00, 7.57 and 8.00; sport at 7.30, 7.45 and 8.20; **Melvin Hayes** reviews the morning newspapers at 8.37. Plus, Zoe Brown's teenage report; a recipe from Lynn Christian; and Mike Smith's phone-in medical surgery. The guest is Gerald Harpin.
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- 11.45 **Weather**.

## ITV/LONDON

- 9.25 **Thames news headlines** followed by **Larry the Lamb** (r). 5.40 **A Private World**. A documentary film about ballet and the rigid discipline required to acquire success.
- 10.40 **Win. 11.05 World of Antenna**. The Karate reserve in London. 11.05 **Indian Legends of Canada**. The story of Glooscap the Great Chief.
- 11.30 **About Britain**. Ron Thompson at the Southland coast town of Colgate.
- 12.00 **At the Movies**. Caroleen adventures of a boy with an invisible friend (r). 12.10 **Monocle and Co** with guest, Kenny Lynch (r). 12.30 **Vintage Quilt**.
- 1.00 **News at One** with Leonard Parkin. Weather. 1.20 **Thames news**, presented by Robin Houston. 1.30 **Little House on the Prairie** (r). 2.25 **Home Country Club**. The recipe for coffee 'n' ginger soufflé (r).
- 2.30 **Movie Memories**. Roy Hudd in conversation with Eunice Gayson who talks about her career and chooses clips from her favourite films. 3.00 **Take the High Road**. 3.25 **Thames news headlines**. 3.30 **Sims and Daughters**.
- 4.00 **At the Movies**. A repeat of the programme shown at noon. 4.10 **Caribbean Time** (r). 4.20 **Inspector Gadget**.
- 4.45 **Dramarama**. Jack and the Computer, by Alan England. A boy is intrigued with video games and meets a new friend who can beat them all (Oracle).
- 5.15 **Survival**. A documentary about the very early life of a variety of young birds.
- 5.45 **News with Michael Nicholson**. Weather. 5.50 **Thames News**.
- 6.25 **What's It Worth**. Penny Ryan and David Stafford answer viewers' letters on consumer matters.
- 6.35 **Crossroads**. Gordon and Joan Potter receive a return visit from Nicola. 6.45 **Emmerdale Farm**. To be the village fete supremo is in Alan Turner's sights.
- 7.00 **Who's Your Baby?** Nanette Newman, Kenneth Williams and Bonnie Langford try to discover the famous parent or parents of a succession of babies.
- 8.00 **Film: Carry on Abroad** (1972) starring Sidney James, Charles Hawtrey and the rest of the regular Carry on gang in this story of double agents set in the Mediterranean holiday resort of Elselba. Directed by Gerald Thomas.
- 9.30 **TV Eye**. This last in the present series examines Britain's trade war with Japan.
- 10.00 **News at Ten** with Alastair Burnet and Pamela Anderson.
- 10.30 **Databases**. Among this week's features is a computer which the physically handicapped can control with their eyes.
- 11.00 **Film: The Nightmares** (1973) starring Roy Thinnes and Angie Dickinson. A major indifference to being killed. Their curiosity leads to an underworld plot of crime and double-cross. Directed by Donald Siegel.
- 11.45 **Weather**.

Helen Bourne in *Maybe Baby* BBC2, 9.55 pm

● The actor-writer Jack Klaff is responsible for one of the finest television moments of this year: one March night, in the course of *Nagging Doubt*, a satirical show about white South Africa, he stepped, and across arm a schoolboy's presence at a weapon, stretched wide his mouth in a scream loud enough for a crowd and suddenly he was the Sharpeville massacre and a raging dramatic talent was established, of the skin-shedding kind which can be connectively (or simultaneously) his mother, his father, six nuns and himself. These heady expectations are less than adequately met by *MAYBE BABY* (BBC2, 9.55pm), a comedy about a snook at a reception, in which Klaff confines himself to a few, the male parts, with Helen Bourne playing the several ladies. The central couple,

Michael and Jill, are a teenage hit, high-fibre high achievers of the type which readers of this newspaper might associate with another famous lady. Both have a schoolboy's presence at a weapon, stretched wide his mouth in a scream loud enough for a crowd and suddenly he was the Sharpeville massacre and a raging dramatic talent was established, of the skin-shedding kind which can be connectively (or simultaneously) his mother, his father, six nuns and himself. These heady expectations are less than adequately met by *MAYBE BABY* (BBC2, 9.55pm), a comedy about a snook at a reception, in which Klaff confines himself to a few, the male parts, with Helen Bourne playing the several ladies. The central couple,

## CHOICE

● Speaking of past events in the style of current affairs coverage, *TIMEWAVE* (BBC2, 8pm) brings out the thick, leather, near-read news of history as it is perceived. Tonight, William Shakespeare's account of heresy and treason in 16th century England has an agreeable La Caille overlay. Christopher Andrew holds an inquest into the victims of the Black Death, finding doctor-historians who argue that the wrong disease was entered on the death certificates. Please, sir, I quite like history after all.

● On radio, Peter Tinniswood's high-quality play *CROSSING THE FRONTIER* (Radio 4, 3pm) tells of a man who goes crossing - initially in the PEO car - with his wife and husband and finds her legs for betrayal.

## Mark Lawson

1.0 **Actuality**. Montage documentary, 'Mind the Closing Door' - a portrait of the New York subway, a transport system in crisis.

1.50 **Just Like You and Me**. Johnny Morris recalls 25 years of dealing with animals.

2.00 **Does he talk?** A magazine for disabled learners.

2.30 **Let's learn** with recordings from the BBC Sound Archives.

3.45 **Kaleidoscope**. Arts magazine.

4.00 **A Book at Bedtime**. The McGuffin, by John Bowen (4). Reader: Hugh Dickson. 10.28

10.30 **The World Tonight**, 11.00

11.15 **The Financial World Tonight**. 11.30 **World News**. Weather. 12.30

12.30 **Shipping**.

VHF (available in England and Wales only) as above except: 5.55-6.00 **Western Travel**. 7.55-8.00 **World News**. 11.30-12.00 **Open University**. 11.30 **Home Support**. 11.50 **Music** (radio).

## Radio 3

8.55 **Weather**. 7.00 **News**. 7.05 **Morning Concert**: Beethoven's 18th Bagatelle Op 119 (Schoepf). 7.15 **World News**. 7.30 **World News**. 7.45 **World News**. 7.55 **World News**. 8.00 **World News**. 8.15 **World News**. 8.30 **World News**. 8.45 **World News**. 9.00 **World News**. 9.15 **World News**. 9.30 **World News**. 9.45 **World News**. 10.00 **World News**. 10.15 **World News**. 10.30 **World News**. 10.45 **World News**. 11.00 **World News**. 11.15 **World News**. 11.30 **World News**. 11.45 **World News**. 12.00 **World News**. 12.15 **World News**. 12.30 **World News**. 12.45 **World News**. 1.00 **World News**. 1.15 **World News**. 1.30 **World News**. 1.45 **World News**. 2.00 **World News**. 2.15 **World News**. 2.30 **World News**. 2.45 **World News**. 3.00 **World News**. 3.15 **World News**. 3.30 **World News**. 3.45 **World News**. 4.00 **World News**. 4.15 **World News**. 4.30 **World News**. 4.45 **World News**. 5.00 **World News**. 5.15 **World News**. 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# GENERAL APPOINTMENTS

July 18, 1985

**N**o manager should be satisfied with the job he or she is doing. As managers we must be constantly reviewing and reassessing. That is all part of the management challenge to do things better, and I believe that a vital tool must be a never-ending cycle of education and training. This must be built on a sound education but a recent University Business Schools survey suggests that one in four managers have no academic qualifications and that two in five have only O levels.

Britain's share of world exports has fallen from 8.2 per cent in 1960 to 5.1 per cent in 1983. Similarly Britain's share of exports in the Organization for Economic Co-operation and Development fell from 12.3 per cent to 7.9 per cent during the same period. Imports of manufactured goods have risen by 55 per cent in real terms between 1964 and 1983. In 1984 imports of manufactured goods exceeded exports for the first time since records began.

Just one more grim statistic is that British companies invest only 0.15 per cent of their turnover in training. The Americans spend seven times as much. It is vital that

we recognize that to obtain a share of any market means facing up to ever-increasing international competition.

Manufacturing industry has already been forced into this painful recognition. Now it is the turn of the service industries. We can no longer comfort ourselves that they at least are safely expanding. In most areas of our financial services battle is already joined. Shipping, too, has suffered dramatically in the past few years.

Every traveller has an ever widening choice of international airlines. While the tourism industry attracts foreign visitors, it is in constant competition with other countries for both these and the home market - the British holiday-maker.

Electricity supply will soon face international competition with cross-Channel supplies, and a Channel tunnel could bring major European competition to road distribution in southern England.

Although the windfall of North Sea oil has given us a breathing space, neither chance nor good fortune will save us. To improve, our managers have to be effective.

G. K. Chesterton summed up his philosophy of education when he

**Training must be seen as an investment in the nation's managers, our most valuable long-term asset, says John Constable**



said the object is "not to learn things but to unlearn things". The most valuable skill my own business education has given me is the continuing ability to do just that. Given the pace of technological change and the speed of communications, unlearning old tricks and learning new ones are increasingly relevant. Flexibility and adaptability are essential.

In France, management is treated as a major profession and is serviced by more than 35 *Grandes Ecoles*. Entry to these schools is highly competitive, ensuring a constant intake of the most intellectually able young people. The course lasts three

years with graduation usually taking place at 23. There are more than 5,000 graduates a year and the number has grown steadily during the past 15 years.

In West Germany, an engineering degree takes five or even six years. Two of these years are devoted to economics and management. Thus, West Germany produces large numbers of engineers with the necessary educational background to undertake management positions as their careers develop. This could account for West Germany's continuing success in manufacturing.

In the United States there is what might be described as a fundamental business ethos. This produces vast numbers of young people reading business at first degree level (about 25 per cent of all students) and, perhaps more importantly, about 60,000 masters graduates (MBAs) are produced every year.

Japan, by contrast, has little business education in its universities. In all major companies, though, the training and development of all employees is a way of life. Learning is a lifelong business.

We in Britain still have a lingering notion that managers are born not made, and will pick up the necessary skills as they go along. Although business degrees are well established in the universities and polytechnics, at both undergraduate and postgraduate level, the level of output, particularly of postgraduates, is small and has grown little during the past ten years.

A recent survey has shown that Britain produces only one-fortieth the number of business postgraduates produced in the United States out of a population one quarter the size. There is systematic management development within British companies, but the provision is very patchy. Few large companies, let alone medium-sized ones, organize a required education and develop-

ment programme for the managerial group.

We should:

- Ensure that a much greater proportion of engineering graduates receive significant management education. This will require extended degree courses, but few countries now believe engineers can be properly educated in three years.

- Expand the annual output of postgraduate business courses from fewer than 1,300 today to at least 5,000 with a longer-term objective of 10,000. Part-time degrees and distance education should make a significant contribution.

- Encourage all companies employing more than 1,000 people to establish systematic development programmes ensuring that all managers receive training in basic managerial skills, including, as a minimum, managing people, management accounting, marketing, operation management and strategy.

- Ensure that all education encourages managers to take personal responsibility for their development. Management skills and knowledge should be demanded rather than passively expected.

Many managers want training to enhance their professional status

and career prospects. But a survey of 2,000 managers commissioned by the British Institute of Management revealed frequent evidence of a "Philistine attitude" among many senior managers towards training and educational courses - especially in the areas of people skills and decision-making.

However, at Jaguar and IBM managers typically devote about eight days a year to acquiring new skills and refining existing ones. For Jaguar this process has been one of the main planks of the recovery programme. IBM created and maintains its dominant market position by training its managers to be more effective than those of the competition. Significantly, half of this training is devoted to people management.

We must not see it as an expensive short-term cost but as an investment in the most valuable long-term asset we possess, the nation's managers. If we continue to believe that good management is an instinct rather than a professional skill we shall have only ourselves to blame for continuing inability to match international competition.

Dr John Constable is director general of the British Institute of Management.

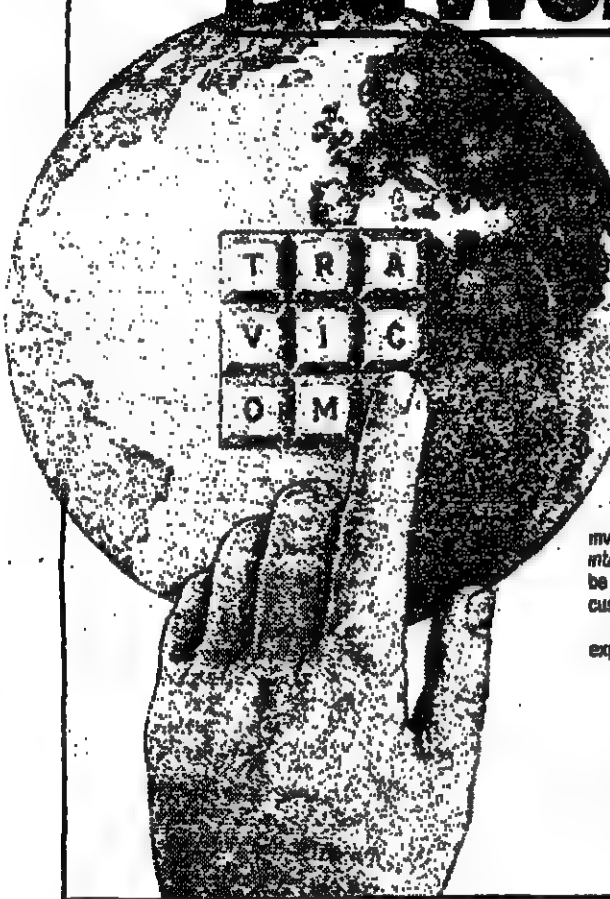
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Each year the graduates we take on join our progressive structured training plan which aims to develop their abilities in a practical working environment leading to a career in sales, technical support or factory operations, with the opportunity to move into a supervisory role after 18/20 months.

As we only take on a few graduates each year you can expect our training programme to be closely tailored to develop your particular talents.

Flexibility is the key both in how and where

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# GENERAL APPOINTMENTS Trade 01-278 9161/5

## CJA

**RECRUITMENT CONSULTANTS**  
35 New Broad Street, London EC2M 1NH  
Tel: 01-588 3588 or 01-588 3576  
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Opportunity for advancement to Financial Controller-Head Office or with major operating subsidiary in 2-4 years



### CORPORATE FINANCIAL SERVICES MANAGER - EUROPEAN REGION

CENTRAL LONDON

£22,000 - £25,000 + CAR

HEADQUARTERS OF MAJOR RAPIDLY EXPANDING BRITISH DIVERSE, INTERNATIONAL GROUP - TURNOVER EXCEEDS £4 BILLION

We invite applications for this new appointment from Chartered Accountants, aged 28-35, with at least three years' post qualification experience in professional audit management or in industry/commerce with employers of note. A broadly based financial accounting background is essential with the particular ability to make a full contribution and meaningful interpretation in the fields of international consolidations and taxation. Reporting to the Group European Financial Controller and heading a substantial team, the successful candidate will be responsible for all aspects of regional financial accounting procedures and control, monthly reporting and full quarterly consolidations. The evaluation and implementation of taxation strategy together with the complete financial integration of recent acquisitions and ad hoc investigations are other priorities as is the overall supervision of an in house credit management subsidiary. The ability to produce results under pressure in a fast moving environment and to gain confidence at the highest level is vital. Initial salary negotiable £22,000 - £25,000, car, contributory pension, life insurance, medical cover and relocation expenses. Applications in strict confidence under reference CFSM/084/TT, to the Managing Director: A.L.P.S.

A challenging position - with growth opportunity either in the U.K. or Continental Europe within 3-5 years



### AREA SALES CO-ORDINATOR - SPECIALITY CHEMICALS

UK BASED

£16,000 - £20,000

LEADING HIGH GROWTH PETROCHEMICAL MARKETING AND MANUFACTURING SUBSIDIARY OF MAJOR U.S. MULTI-NATIONAL GROUP

For this new position, applications are invited from candidates, aged 30-40, with a University degree, preferably in Chemistry, and a minimum of 3-5 years technical sales experience in chemicals to end product users. Reporting will be to the Marketing Manager - Europe and responsibilities will encompass selling speciality resins and high purity chemicals for the construction, aerospace, coatings and telecommunications industries. Up to 50% travel in the field will be necessary. The successful candidate will possess technical ability and commercial acumen to close deals and to carve out an even greater share of the market in this highly competitive field. Initial salary negotiable, £16,000-£20,000 + car, non contributory pension, free life assurance, free family medical insurance, assistance with removal expenses if necessary. Applications in strict confidence under reference ASC/4384/TT, to Managing Director: C.J.A.

35 NEW BROAD STREET, LONDON EC2M 1NH. TELEPHONE: 01-588 3588 or 01-588 3576. TELEX: 887374. FAX: 01-638 9216.

\* Organisations requiring assistance on recruitment - please telephone: 01-628 7539

## SENIOR SYSTEMS PROFESSIONALS

CITY

"We hire relatively few and seek only the best"

Project Manager - package to £23K

Project Leaders - package to £20K

Senior Analyst Programmers - package to £16.5K

The Morgan Bank is one of the world's premier banks serving multi-national corporate clients. We have offices in every major financial centre and our assets exceed \$60 billion.

Developments in world markets, financial techniques and government regulation are placing a premium on innovation and creativity. Flexibility and the effective use of technology are crucial to our business strategy, and our plans call for substantial investment in the development of integrated information, office and banking systems together with the associated communications networks.

These are exceptional opportunities within our International Systems Development Department based in the City. They are for senior-weight professionals to assume influential roles with project teams that are currently implementing complex securities systems for our successful and rapidly expanding merchant banking arm.

They call for the best systems talent around: we are seeking well educated communications with proven leadership skills in a structured environment - probably a consultancy or large financial/commercial organisation. For all the positions we will want to see a

track record of considerable major project involvement and for the senior positions evidence of having managed more than one project would be a distinct advantage.

For the 'best of the few' though, we are prepared to invest heavily in training. Our structured approach to career development concentrates on business ability just as much as technical talent since we are building our senior managers of the future.

The rewards are also exceptional. The packages quoted include an excellent starting salary, profit-sharing bonus, subsidised mortgage after six months, non-contributory pension and life assurance, BUPA cover and a subsidised staff restaurant. We will relocate you if necessary.

For an informal discussion, contact our selection consultant John Miskelly on 01-831 0111. Alternatively write to him (quoting ref. SSP2) at JM Management Services Limited, Columbia House, 69 Aldwych, London WC2B 4DX.

**JM MANAGEMENT  
SERVICES LTD**

## The Morgan Bank

## Sell systems consultancy in the corridors of power. Or the influential world of banking.

CSC is the UK subsidiary of Computer Sciences Corporation which, with a turnover exceeding \$700 million, is one of the world's largest information technology systems companies.

In Britain our record of achievement includes becoming a very successful contractor to central Government, and to both national and international banks, on large high technology projects.

The opportunity now occurs for genuinely high calibre sales professionals to capitalise on our success in these two very important areas. Central Government

CSC has carried out a wide range of high technology assignments for the Ministry

of Defence and is currently contracted to the Department of Inland Revenue and other Government departments.

Candidates for an appointment in this Division must have an extensive knowledge of the procurement procedures of central Government and proven experience of negotiating major Government contracts.

Banking  
CSC is deeply involved in advancing computerisation within the banking sector, both in systems development and package provision. Among the packages offered are a cost-effective multicurrency general ledger system, financial analysis for improved commercial loan evaluation and an auto-

mated Letters of Credit and Collection system covering all the functions of domestic and international documentary credit transactions.

Selling these services and products will require an intimate knowledge of financial procedures and of the organisation of the banking industry.

The rewards  
Excellent salaries, based on ability and experience will be accompanied by an attractive benefits package, including an incentive scheme, BUPA and a company car.

Candidates for these senior sales posts, which are based in Central London, should apply by writing enclosing a CV, to David Camidge, Computer Sciences Company Limited, at the address below.

## CSC

COMPUTER SCIENCES COMPANY LIMITED

Heathcoat House, 20 Savile Row, London W1X 1AE

## Headhunters Don't Advertise

However, as we are seeking an exceptional individual from outside our industry to develop the City business division of Boyden International Limited, an advertisement is the most practicable method of bringing our own search to the widest audience.

Boyden, with 34 offices in 19 countries, has nearly 40 years' experience in executive recruitment by search, and pioneered many of the procedures which are now considered as standards in the industry. Uniform quality standards are maintained by a Board elected from partners around the world. The London firm is wholly owned by local partners and co-operates in servicing a worldwide client list.

We wish to meet individuals with City backgrounds in international or merchant banking, financial services or stockbroking, who have demonstrated success in their careers achieved through entrepreneurial efforts, and who can rapidly establish a client base through their reputation for professionalism.

Executive search with Boyden offers constantly changing challenge, opportunities for personal achievement within a closely-knit team and an international network and, of course, substantial rewards in line with achievements. You will find our business addictive.

Please write to me at the following address:-  
Michael B. Curlewis, Managing Director, Boyden International Limited,  
148 Buckingham Palace Road, London SW1W 9TR.

## BOYDEN

Consultants in Executive Search since 1946

## SECRETARY

Royal Commission on the  
Historical Monuments of England

The Royal Commission investigates and records, monuments and buildings connected with, or illustrative of, the contemporary culture, civilisation and life of the people in England from the earliest times. It is responsible for the National Monuments Record, a large and growing archive, serving many varied users. Publication is a major activity.

The Secretary is responsible for advising on, and subsequently implementing, policy and for the financial and general management of the Commission. There are 130 permanent staff, based in London and provincial offices.

You would be based at the Commission's headquarters at Savile Row, London, but must be prepared to travel.

You should preferably be aged between 40 and 55, but outside these limits you may

be considered if especially well qualified. You must be of high academic standing in an appropriate field and have a capacity for management. Experience in any or all of the study of field monuments and/or historic buildings, publication, information technology or archive curation is desirable. An ability to motivate people with a broad sympathy for the Commission's aims is essential.

Salary starting at £25,140 rises to £28,895.

For further details and an application form (to be returned by 13 August 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 488551 (answering service operates outside office hours). Please quote ref: G/6607.

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### MANAGING DIRECTOR £15K Profit Sharing + Car

International export company requires Managing Director aged between 27 and 40 to run their small West End office.

The successful candidate should be a self starter and have extensive experience in all aspects of export/import, preferably within the motor trade.

Applications with full C.V. to:

Mr Charles de Bie  
Transatlant (UK) Ltd.  
50 Pall Mall, London, SW1Y 5JQ  
Tel: 01-839 4644

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No matter whether you are seeking another job or considering a new career, we can provide you with effective and professional help.

Our service is tailor-made to your needs and circumstances. With coverage of both advertised and unadvertised vacancies, we aim for more success - in less time.

For a free, confidential discussion, senior executives are invited to contact us at:

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Goldford 0453-503555  
Executive Services Maidhead 0628 73212  
Elbowick House, 22 Rediff, Street, Birmingham.



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The fact is that an ever increasing number of British and other expatriates are working for substantial incomes in favourable tax environments throughout the world.

And they are always open to suggestions as to how they might profitably invest and maximise their assets in the long-term.

In this rapidly growing market for high-value financial consultancy, Finexco have risen to a leading position in the world within five years. This is quite simply because we offer our clients unrivalled expertise, professionalism... and results.

We pick our International Consultants very carefully, always looking for people with a blend of

self-confidence, maturity and integrity; a streak of independence, an agile intellect and a track record of business achievement that commands the utmost respect. A liking for travel is essential, a second language marginally less so. Given these qualities, our specialist training will prepare you for business in this field, where high rewards go with high performance even if your professional experience has been in an area outside international finance.

Your working location would be where the market is in Europe, the Middle East, Africa or the Far East. If you feel we might be describing you, then please write, enclosing a full CV, to Hilary Gane, (Ref: 349T), Whites Bull Holmes Ltd., 63-66 St. Martin's Lane, London WC2N 4JX.

### Mervyn Hughes (International) Ltd.

Est. over 30 years

### Recruitment Consultants

Excellent salary package  
London, Coventry and Reading

We are now entering a phase of rapid growth and development and therefore need to recruit six consultants aged 30 to 45.

Applicants should ideally hold a good degree or technical qualification relevant to, and have previous experience in, one of the following fields of activity:

Financial, Banking, General Management, High Technology, Computer, Microwave, Electronics, Food and Drink Manufacturing and Grocery Distribution, Marketing and Sales, Pharmaceuticals, Property, Manufacturing, Civil Engineering and Construction.

Whilst previous experience in recruitment in UK and overseas is valuable it is, above all, quality we are seeking. Above-average effort and achievement will bring commensurate reward.

There is ample scope for promotion for the right people.

Please send a curriculum vitae to Brian G. Lutton, Mervyn Hughes (International) Ltd., Management Recruitment Consultants, 37 Golden Square, London W1R 4AN. Telephone: 01-434 4091.



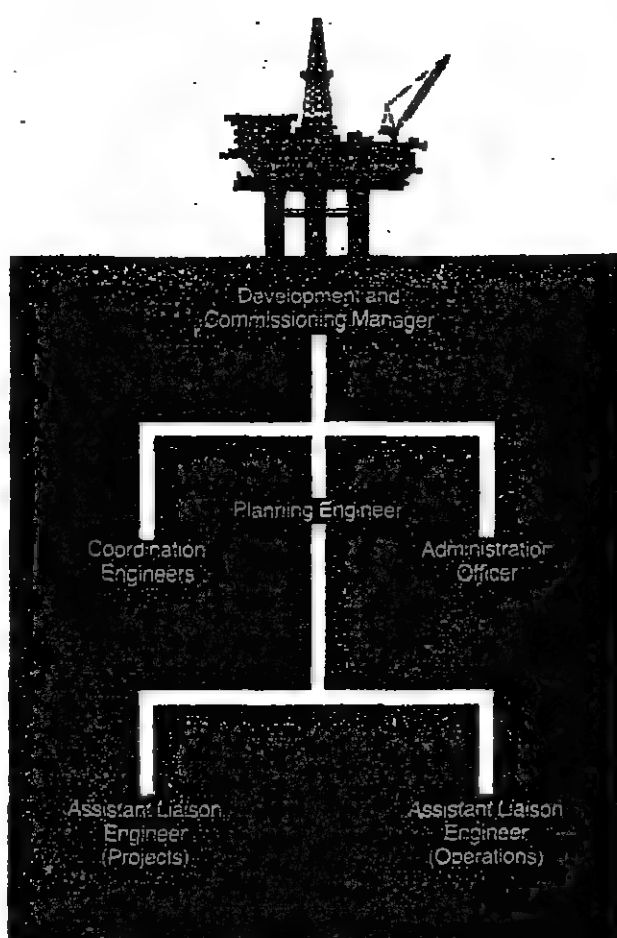
# GENERAL APPOINTMENTS Trade 01-278 9161/5

Development and  
commissioning

## Could you make our team?

Heysham-based, for Morecambe and  
Rough Field development programme

Field development is an essential element in our exploitation of natural resources to meet the energy needs of the future. Right now we are looking for the professionals who will form the section responsible for the commissioning of all plant, equipment and structures on British Gas fields offshore. While initial work will be concentrated over the next few years on the Morecambe project, further developments are planned for other fields - offering real possibilities for engineering expertise and management control well into the 1990s.



### Planning Engineer

To be responsible for production of commissioning plans from initial draft to approval and detail scheduling stage. Management duties involve direction and training of Assistant Liaison Engineers. As custodian of all commissioning and hook-up planning information, the successful candidate will deputise and act for the Manager on the frequent occasions when the latter is away from base.

Considerable experience offshore in a supervisory position concerned with commissioning is absolutely essential for this senior position. Ref: REA/10787/079.

### Coordination Engineers - Mechanical\* Electrical\* Control & Communication\* Production & Safety

To be responsible to the Manager for the high quality of the engineering and systems content of all equipment within their specific disciplines, and for ensuring that all statutory and operational requirements are met. Duties range from information gathering right up to supervision of commissioning, preparation and approval of procedures and final assessment of equipment and systems prior to handover. You will also be required to co-ordinate and manage teams of contract professional Engineers and Technicians, both on and offshore.

Wide engineering experience in an offshore commissioning environment is essential. Refs: REA/10784/079 [Mechanical]; REA/10783/079 [Electrical]; REA/10786/079 [Control & Communication]; REA/10785/079 [Production & Safety].

### Assistant Liaison Engineers

To assist the Planning Engineer in staff liaison within the following specific areas of interest:  
Operations - involving assessment of commissioning plan feasibility, problem investigation and, when necessary, plan revision

Projects - involving information gathering and documentation review, planning negotiation within Projects Group, materials and manpower scheduling.

Experience in the commissioning of plant or in planning for multi-discipline offshore projects is essential. A high level of familiarity with computer-based control and planning systems is desirable. Refs: REA/10781/079 [Operations]; REA/10782/079 [Projects].

### Administration Officer

- Documentation

To control all aspects of documentation production, from information gathering through all stages to distribution and local storage. Duties include responsibility for ensuring that all documents meet legislative and departmental requirements of clarity and completeness, and for the organisation of record updating and maintenance.

Some five years relevant experience in an engineering environment is essential, preferably involving computer-based retrieval systems. Ref: REA/1234/079. In addition to specific requirements, applicants for each position will be graduates (or equivalent) in an appropriate discipline and ideally have corporate membership of a relevant professional body or organisation. Starting salaries and benefits package will be commensurate with experience and qualifications, and will include relocation to the Heysham area where appropriate. All appointments are permanent except the Administration Officer post, which will initially be for a three year period.

To apply, please write with full career details, and quoting the appropriate reference number, to: Senior Personnel Officer (HQ Services), British Gas, 59 Bryanston Street, London W1A 2AZ.

**BRITISH GAS**

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## Managing Director

to \$100,000 p.a. +

Environmental and Economic Planning Consultants

OUTSTANDING OPPORTUNITY FOR YOUNG, DYNAMIC PROFESSIONAL

Our client, one of the most successful and highly regarded planning consultancies in Australia, has an outstanding opportunity for the right person to join as Managing Director, responsible for the practice's continued national growth.

The consultancy has managed some of the most prestigious assignments in Australia, concentrating on environmental planning, environmental studies, project planning, statutory and policy planning, development management and economic and social research. The firm employs a multi-disciplinary team, qualified and experienced in fields such as environmental planning, economics, management and sociology. It has close associations with an architectural practice, thereby providing a comprehensive range of services to clients in both private enterprise and the public sphere.

We are seeking an outstanding young executive who is qualified in Planning or Economics and has a strong background in managing planning projects. The appointee will be a highly skilled communicator with advanced entrepreneurial flair, creativity and business acumen to develop a leading national planning practice. In the past, the position has been based in Adelaide, however, there is future scope for the appointee to be based in Sydney, Melbourne or Brisbane, following an initial term of appointment in Adelaide.

There is no preferred age range for appointment, the success of the appointee being directly related to personal maturity, ability, drive and professionalism. It is likely that a younger, outstanding professional would ideally suit the nature of the organisation.

The appointee will enjoy the benefits of a shareholding in the practice. A remuneration level of approximately \$100,000 per annum may be anticipated and this will be flexibly and attractively structured to suit the appointee.

Written applications should be forwarded, quoting MCS893 to Daryl L. Stilwell, Director, Human Resources Management Group, Coopers & Lybrand, Box 418 GPO, Adelaide, SA 5001. For further enquiries, please telephone Mr. Stilwell on (081) 212 7888.

Coopers  
& Lybrand

Box 418 GPO  
Adelaide  
South Australia 5001

## Manager - Group Press Relations

£18,000 plus usual fringe benefits including car and company pension scheme

Lucas Industries PLC, the aerospace and automotive systems and components group, is looking for an experienced press and public relations professional to fill this demanding post.

Responsible to the Director, Group Public Affairs, the Manager's key tasks will be planning, co-ordinating and implementing press, P.R. and other external communications programmes; initiating, maintaining and improving links with press and media representatives; maintaining and promoting the image and reputation of Lucas in the eyes of key external audiences; and providing an effective, professional service to Lucas Operating Companies and business units.

The post requires an established and proven understanding of industrial P.R., gained either in a manufacturing environment or in industrial/financial journalism. It also requires a demonstrated ability to communicate effectively with a variety of audiences, both verbally and in writing, together with an ability to secure and retain the confidence of senior management in the role of authoritative spokesman for Lucas.

Please apply, with full curriculum vitae, to Brian Owen, Manager - Remuneration and Development, Lucas Industries PLC, Great King Street, Birmingham B19 2XU. Telephone: 021-554 5252, ext. 708.

**Lucas**

## Entrepreneurs.

The WDA has considerable experience in helping promising businesses to get off the ground.

We have substantial venture capital funds to invest in more good projects.

The businesses we back range from start-up ventures to established businesses in need of further capital for expansion. We also invest in companies whose growth and profitability could demonstrably be improved either by injecting dynamic management or a management buyout.

The WDA's role is to devise and implement a venture package to establish the business in Wales.

If you can make a strong case for a good project in a manufacturing or service industry write to: Frank Jackson, Executive Director (Investment), Dept. T, P.O. Box 100, Greyfriars Road, Cardiff CF1 1WF.

All applications will be treated in the strictest confidence, naturally.

**WDA**  
Wales Development Agency

## AMATEUR SWIMMING ASSOCIATION

## SECRETARY

The present Secretary of The Amateur Swimming Association retires on August 31st 1985, and applications are invited for the post.

The person appointed will be the Chief Executive Officer of The Association, and will also act as Secretary of The Amateur Swimming Federation of Great Britain. He/she will be required to take up duties as soon as possible after appointment.

Applicants should have organising and administrative experience.

Experience in the sport of SWIMMING, in the field of Education and/or post-school sport and recreation desirable.

The Salary will be within the range £12,500/£18,500 according to age, experience and qualifications.

Further particulars and Application Form may be obtained from:

The Secretary,  
Amateur Swimming Association,  
Harold Fern House,  
Derby Square,  
LOUGHBOROUGH LE11 0AL, Leics.

Closing date for Applications is 24th August 1985.

## COMPUTER SALES PROFESSIONALS

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Must be dynamic, self-motivated and have a proven track record in selling computer systems to Business.

### THE JOB & REWARDS

As part of our highly successful IBM team, you'll be selling the IBM PC and Network systems to all types of businesses, with a realistic earnings potential of between £20-£30K, plus car expenses.

US

CCS Business Systems are backed by the 24,000 million Comtel-CADO Group and we have three exciting locations throughout the U.K. with a fourth just opening.

### TO APPLY

If you would like to be a part of our winning team, send your C.V. to:

TONY READ, SALES MANAGER,

CCS BUSINESS SYSTEMS,

VULCAN HOUSE, 163 HIGH STREET, WYLSLEY, MIDOX.

**CCS**  
BUSINESS SYSTEMS

## UK SALES SERVICES MANAGER

We require an enthusiastic services orientated person to manage our UK Sales Services Department based in our modern offices opposite Heathrow.

This is a challenging position requiring an ability to manage staff, organise work flow, accumulate and disseminate information: all aimed at providing a high level of customer service.

The successful applicant will have had previous management experience working in a high technology environment and be prepared to put customer service satisfaction above all else.

Salary will reflect the importance of the position and a company car will be provided.

Please write giving full details of qualifications and experience to:

Jenil Latham, Personnel Manager,  
Penguin Books Limited,  
Bath Road, Harmondsworth,  
Middlesex UB7 0DA.

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*Manor Clinics*

## PROGRAMME DIRECTORS/COUNSELLORS/ ASSISTANT COUNSELLORS

Expanding network of private hospital alcohol and chemical dependency treatment clinics require additional full and part time staff at various locations. Qualified counsellors or nurses and persons qualified by relevant life experience are invited to apply for positions ranging from those of administrative co-ordination/community relations to those of clinical counselling of inpatients and outpatients.

Applicants must be able to work under medical supervision of specialist Consultant and become part of caring, dynamic, energetic team of professionals dedicated to quick and successful treatment of drink-related dependencies in private hospital settings. Applicants must also be free to work flexible hours/days, be absence-oriented, and able to demonstrate acceptance that the times of alcoholism can be successfully treated. Training provided. Letter must indicate location(s) desired. Administrative positions require holder to use personal car with expenses reimbursed. Apply only by letter/C.V. to Manor Clinics Personnel Office, 8 Priory Court, Priory Lane, Roehampton, London SW15 5JJ.

Galsworthy Manor - Kingston  
Edgbaston Manor - Birmingham  
New Forest Manor - Romsey, Hants  
Sussex Manor at King Edward VII Hospital - Midhurst  
Cheshire Manor - Hale, Manchester

## Assistant Company Secretary

£14,500 p.a. + car

TREBOR is a major confectionery manufacturer and distributor with a growing UK market share. We also make and distribute sweets in many other countries.

An opportunity has arisen for an ASSISTANT COMPANY SECRETARY - based at our head office in Woodford Green, Essex, to understudy and assist the Group Secretary. Duties include some statutory work, trademarks, insurance, legal advice and knowledge of pension scheme administration.

The successful candidate, male or female, will be a Chartered

Secretary (law qualification or similar alternative) with experience of most areas gained in a manufacturing/commercial Company Secretary's office. Preferred age 25-40 years.

In addition to the attractive salary and car, benefits include free life assurance, 23 days annual holiday, contributory pension scheme and participation in profit share scheme.

If you would like to receive an application form or learn more about this position, please write to: Peter Whalley, Group Secretary, Trebor Limited, Trebor House, Woodford Green, Essex

**TREBOR**

## Join the Professionals

Denise Ansell -  
Age 33  
Joined Marlowe-  
Sachs in June 1979.  
Earnings for year  
ending April 1983 -  
£31,000 and BMW.  
Previous occupation  
- Secretary.  
Previous Salary  
- £4,700.



Frederic Whitfield -  
Age 32  
Joined Marlowe-  
Sachs in March 1982.  
Earnings for year  
ending April 1983 -  
£22,000 and BMW.  
Previous occupation  
- Law.  
Previous Salary  
- £3,500.



Marlowe-Sachs are intermediaries in the field of Unit Trusts, Pensions, Investments (onshore and offshore), and Insurance. We are expanding our operations and require intelligent, energetic individuals aged 25-40 for our Head Office in the City.

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28 Greville Street, London EC1

**Marlowe  
Sachs**



# GENERAL APPOINTMENTS Trade 01-278 9161/5

## Electronic & Chemical Sciences Make Tomorrow A Better World

As talented young scientists of exceptional calibre, would you welcome the opportunity of working on a vast range of diverse projects with the prime aim of improving the environment in which we live?

Then join a Research & Development team whose technical innovation, quality of work and commercial awareness is respected and acclaimed the world over in fields such as environmental control, health care, catalytic and electro-chemical processes, pollution control devices and advanced electronics.

This is no ivory tower environment but one where the interchange of ideas between all levels is positively encouraged as is the opportunity to see projects through, even into production, with customers and group operating companies worldwide. In brief, an establishment where intellectual stimulation, freedom, accountability and, above all, a collective team spirit prevail.

### Group Leader-Device Research

Utilise your expertise in device research, encompassing displays and sensors, and your knowledge of electronic materials and fabrication techniques, particularly thick and thin film, to lead a dedicated team in significant R&D projects.

### Cermet Thick Film Engineer

An expert in the formulation and characterisation of cermet thick film materials in an R&D environment, you also possess the commercial awareness gained ideally by experience in the use of these materials in a manufacturing context.

### Physicist

Young, but nevertheless having at least a year's experience in quality industrial research in a materials environment, desirably involving electronics.

All the positions are open to those in their mid to late 20's, possibly 28/35 in the case of Group Leaders, with an honours degree or PhD in an appropriate discipline. Remuneration packages will be individually negotiated so as to attract the right calibre and career prospects are excellent. The location is in an idyllic rural situation yet within easy reach of London, Oxford and Reading. Interested? Then please write with career details to the Company's adviser, Peter S. Findlay of Cripps, Sears & Associates Limited, Personnel Management Consultants, 88/89 High Holborn, London WC1V 6LH. Tel: 01-404 5701.

**Cripps, Sears**

### MANAGER/ FULHAM

Well-known expanding tile business requires ambitious manager (25-45) for one of its shops. Some commercial experience and interest in interior decorating preferred.

Telephone  
Miss Taylor  
731 3370

### ENGINEER - Maritime

Frontier International engineering consulting firm with a need for maritime, civil, materials handling engineers and specification writers to prepare job documents according to ICS requirements for port projects, including container terminals, steel works, dredging, fitting and installation, building and warehouses, materials handling, drainage and other related port design projects. A min of 10 years exp in relevant field is required. Please send CV to: Box 0510 L The Times

## Systems/Software Design Advanced Information Systems

Hampshire to £20k

- Information processing • Large Systems • Database design
- High resolution colour graphics • MMI
- Real time system demonstrators • Artificial intelligence
- Tactical data management • ADA applications

Systems for resource management by commanders of large military or other forces - fire or police services for example - present a considerable intellectual challenge to the designer. The data to be handled is voluminous; conditions often hazardous; operational speed and simplicity imperative. Here at Plessey Defence Systems in Titchfield we are leaders in this field, producing Command and Control Information Systems that are both technically elegant and, a rare distinction, demonstrably successful. We are growing fast and these key posts, all new opportunities, offer unusual scope and prospects for personal progression.

The other, in air command, involves developing high availability, multi-user, real time transaction processing systems.

### Software Engineers

Two new posts, functionally responsible to the Systems Designers described above, will be responsible for carrying out as necessary requirements analysis, software design, sub-contract specification and implementation planning for large multi-user, real time, interactive systems with a sophisticated graphics output. Includes relational database design, and some hierarchical and network systems also.

### Software Manager

Will have the central role in defining our software policies and procedures. Will lead a team of twelve software engineers - to expand to around 18. Guide, mentor, manager and perhaps guru: we appreciate the balance of technical and managerial skills could sensibly vary with the individual. Experience would ideally include management of real-time multi-user computing systems, high order language design (ADA, PASCAL etc).

### Software Engineer; DEC

Responsibilities as for the other Software Engineers, leading a team designing and implementing a major portion of a system. In addition, there is a special requirement for expert knowledge of the VMS operating system, DECNET and of the full applications potential of DEC hardware and software.

### Salaries and benefits

Starting salaries for each of these posts are in the range £15k - £20k depending upon the extent to which your experience matches our requirement. Where appropriate, full relocation costs will be paid. These posts carry a full range of big company benefits and promotion prospects are excellent.

To apply, contact Richard Dux, Personnel Manager, Plessey Defence Systems Limited, Abbey Works, Titchfield, Fareham, Hampshire, PO14 4QA; telephone: Titchfield (0329) 48866 or FREEPHONE 3446 (answerphone out of office hours). Please quote reference ST/7.

### Systems Designers

Two new posts, each to give the technical lead to a specialist team. Functional design of large computing systems; close liaison with customers to define requirements; sub-contractor control; a personal responsibility for higher level software design.

One application, in the electronic warfare field, is concerned with developing distributed, battle-hardened multiple-redundant computer systems.

 **PLESSEY**  
electronic systems

## FINANCIAL CONSULTANCY

IS A GROWTH AREA OF THE MOMENT  
AND OF THE FUTURE - DON'T MISS OUT!

FPS (Management) Ltd. is a leading firm of financial consultants and because of phenomenal expansion in 1984 is looking for two outstanding individuals to complement its London-based team of professionals.

The right individuals (aged 23+ and based in London) will be intelligent and energetic, highly motivated, hard-working and able to absorb new ideas quickly. Full training will be provided.

Remuneration expected to be in excess of £15,000 first year. This is a superb opportunity to develop your own business and career path in a growing company and in an exciting industry.

For further details speak to  
Fiona Price or Marcus Paine on 01-240 2184



### A WINNING PERSONALITY

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01-222 1607

### TRAINING PROJECT LEADER

£9,000 - £11,000 (one-year contract)

The project leader will be required to develop and implement a programme of modular accreditation within the Youth Training Scheme programme of the Scottish Association of Master Builders. The post will be based at the Association's headquarters in Edinburgh. It is essential that applicants have a good knowledge of training development, an understanding of vocational assessment procedures and the ability to write reports and work with training staff. A good knowledge of the building industry is desirable, though not essential. Applications enclosing details of previous experience should be made in writing to John Leary, Director, Scottish Association of Master Builders, 40th House, 4 Torphichen Street, Edinburgh EH3 8JG (Telephone 031-228 6781) to arrive not later than 5 August 1985.

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The Managing Director is the Federation's spokesman and will be responsible for control and co-ordination of the Federation's extensive activities involving several million pounds, for advising its members and for stimulating the growth of its influence.

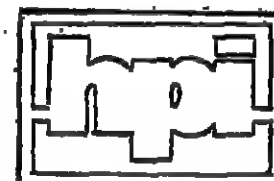
Candidates must have had general management experience at a senior level in commerce or industry for several years or at top level in administration of a substantial trade association. This will include marketing, consultation with Government departments and public relations. Practical experience of retailing is desirable.

Please write briefly in the first instance to:

The National President  
British Hardware  
Federation (T)  
20 Harborne Road  
Edgbaston  
Birmingham B15 3AB



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Or phone Auckland 774-750 collect

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Conoco Norway Inc., Personnel Department,  
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Ministry of Commerce & Industry  
MUSCAT

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Applications should be addressed to:

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P.O. Box 550  
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(F.T. AUGUST, 1984)

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Ladywell House,  
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Development Board for Rural Wales

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To apply write to the Chairman, N. Longe, Mansell Bonded Fabrics Limited, Straight Road, Colchester, Essex.

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Dr R D Guthrie CChem FRSC  
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Please contact D. E. Travis by telephone for an application form and further information if required. Telephone 01-689 2266 Ext 2427.

Trafalgar House Group Services, Mincham House,  
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